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Mean Books 1978

# CAPITOLS

### **LITTLE RIVER BAND**

"Diamantina Cocktail" & "Sleeper Catcher"

### MAZE

"Golden Time Of The Day"

**WINGS**"London Town" & "Wings Greatest"

### **BOB SEGER**

"Stranger In Town"

### **NATALIE COLE**

"Natalie Live" & "Thankful"

### A TASTE OF HONEY

"A Taste Of Honey"

### **PEABO BRYSON**

"Reaching For The Sky"

### SUN

"Sunburn"

### **ANNE MURRAY**

"Let's Keep It That Way"

### **LINDA RONSTADT**

"A Retrospective"

### **BOB WELCH**

"French Kiss"

### DR. HOOK

"Pleasure And Pain"

### THE STEVE MILLER BAND

"Greatest Hits 1974-78"

### J. GEILS BAND

"Sanctuary"





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### **EDITORIAL**

### About The Cash Box Yearbook

In this week's edition, Cash Box highlights both the year of 1978 and the news of the week in separate, but attached issues. The regular weekly issue, located directly in the center of the publication. is surrounded by year end polls, news summaries and a number of significant photographs that were published throughout the year.

In the Yearbook edition a number of top executives of the industry summarize 1978 and forecast the prevailing topics for 1979.

This past year has not only shown significant growth for the industry in general, but has been a landmark year for reevaluating our goals and aspirations. Album sales, once considered laughable, are now a reality and the ultimate aim by manufacturers.

Other important steps were taken in the areas of merchandising with the increasing use of in-store display materials and video. Television has evolved into a showcase not only for MOR artists, but also for less commercial artists and their music.

1978 was the year that disco became fully accepted by the industry with nearly every label seeking participation in the field. As we sit on the brink of 1979, disco appears to have immense potential for capturing even a larger audience.

Economically, the past 12 months saw the industry move into the \$7.98 range with consumers continuing to buy. And as prices now move into the \$8.98 category, consumers once again have not balked because these particular albums are topping the charts.

So, in a nutshell, that's what this issue is all about. We hope you find it both entertaining and informative.





# Holiday Buying

Homogenization

Platinum



**Picture Discs** 

STROKE

Soundtracks

Radio's Future

Creation Of BMA

Artists On TV

Disco



The Bee Gees

New Pop Mold

Gold



Punk

\$7.98. 70 S8.98 Jukebox

Fusion



Saturday Night Fever

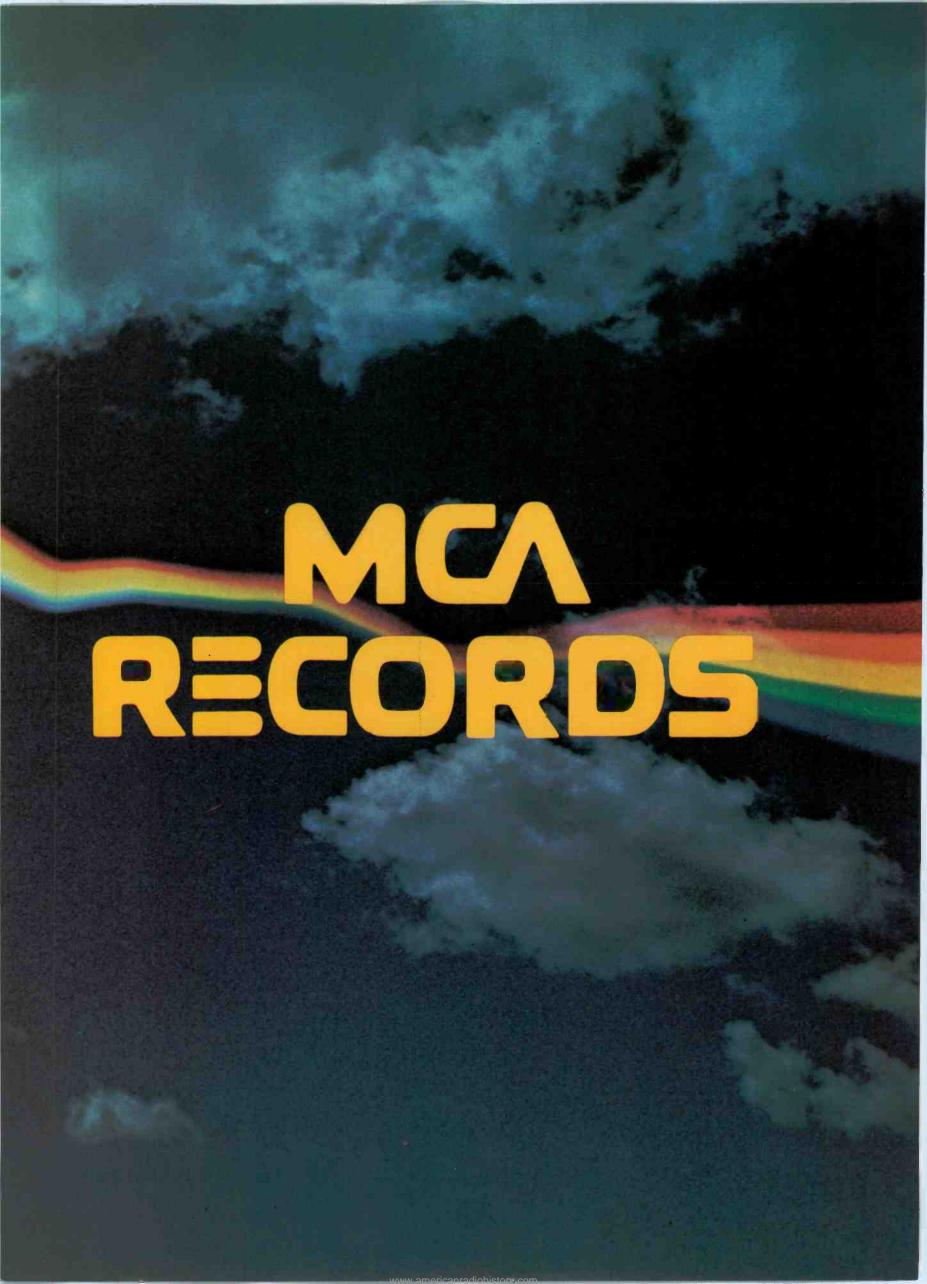
Infinity Records

Record Promos

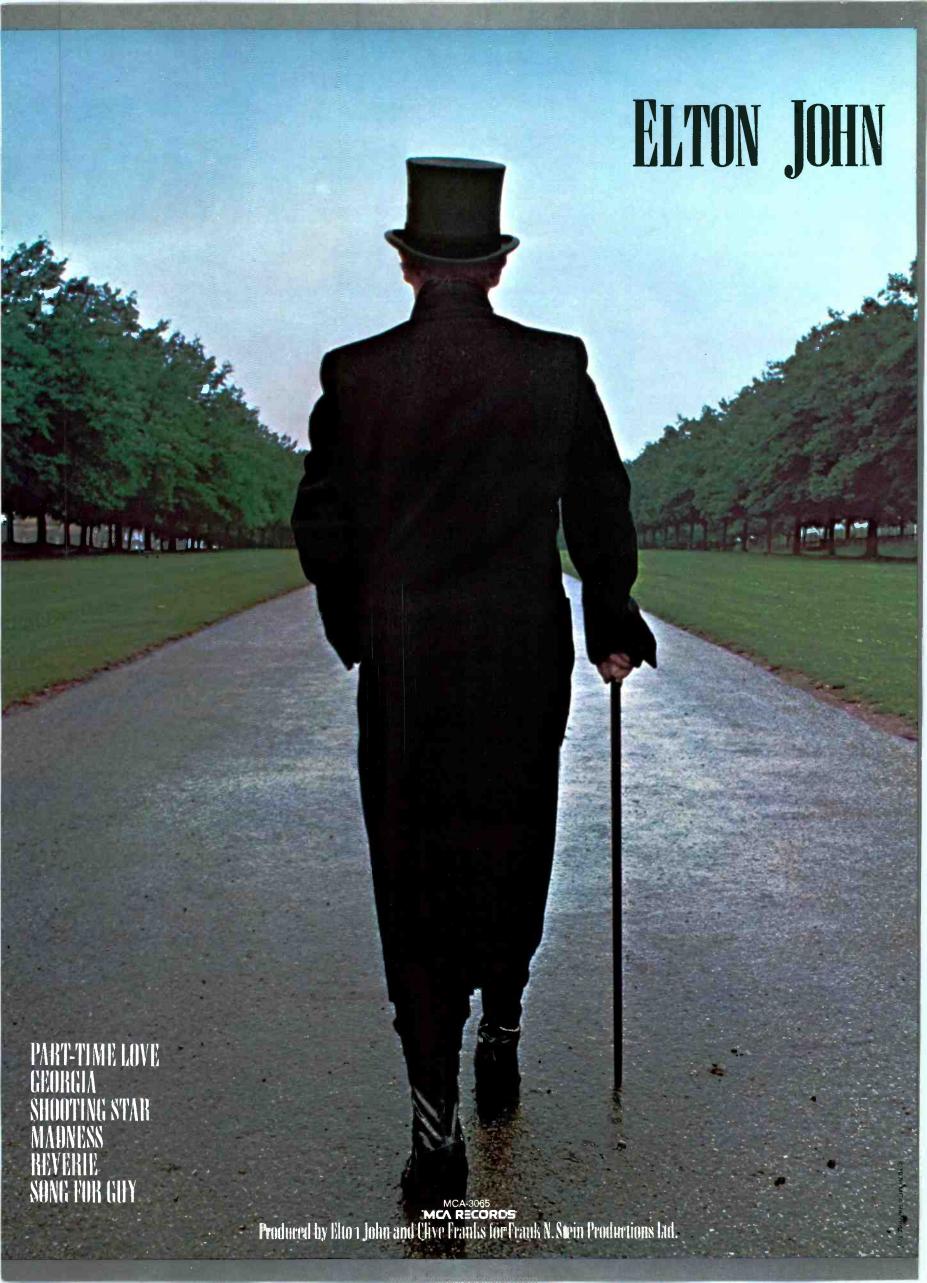
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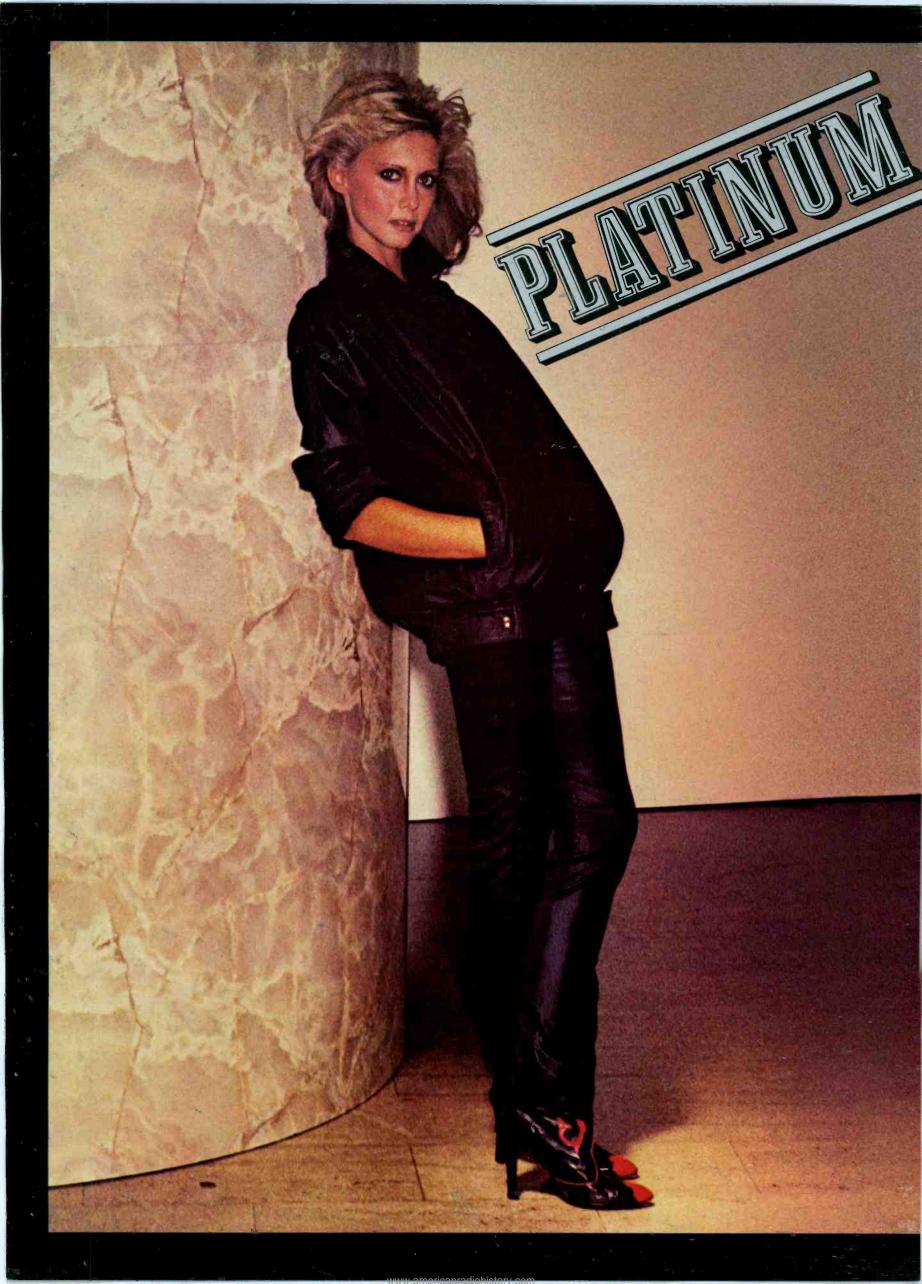


**Artists On Tour** 

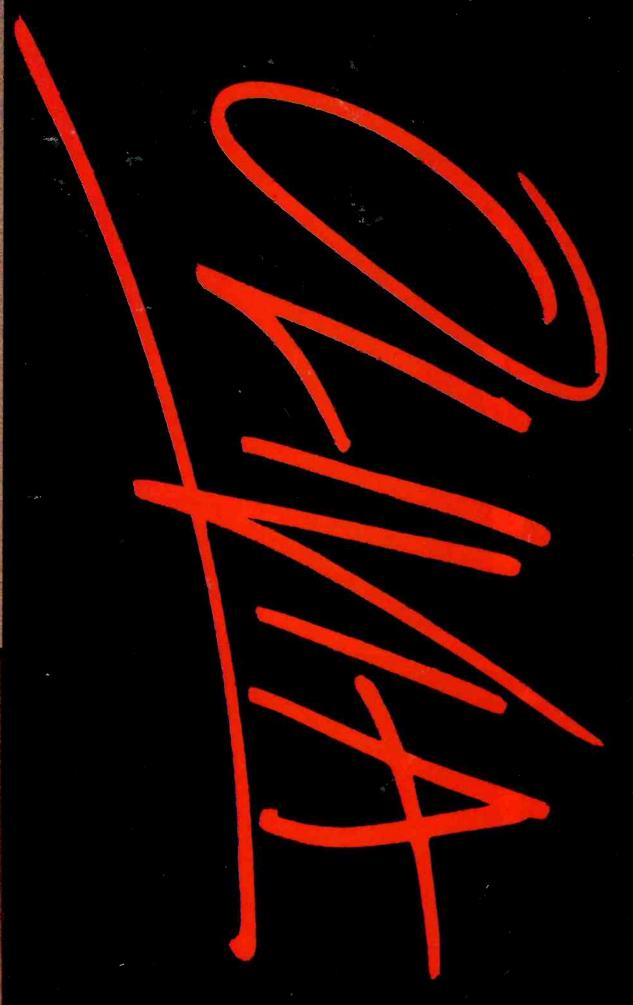








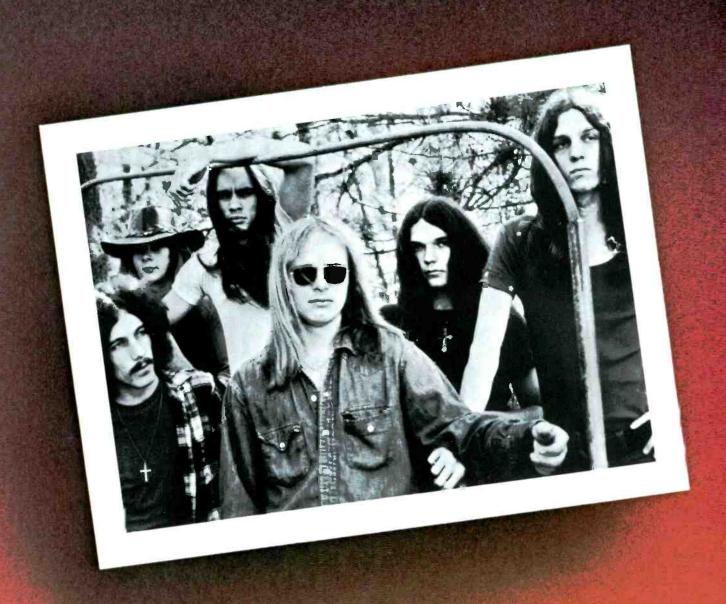
It all adds up



TOTALLY HOT MCA Records MCA-3067

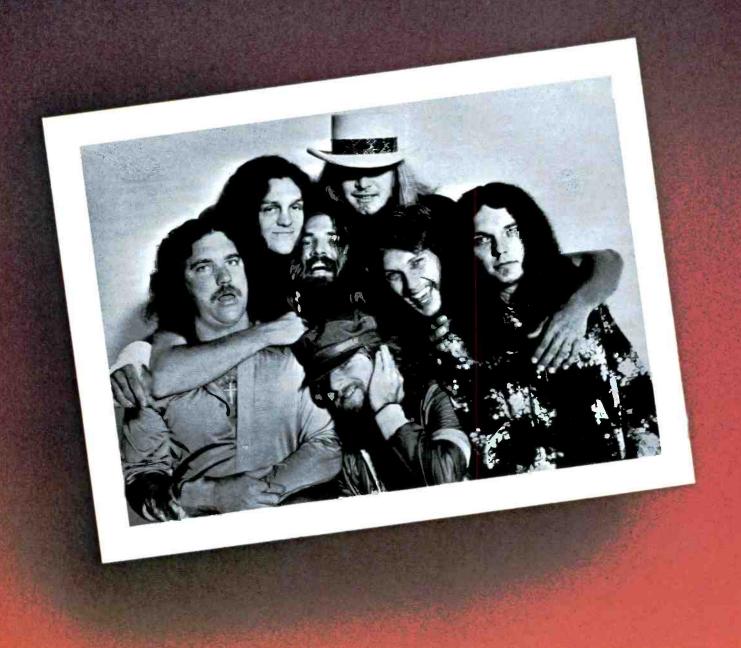
Produced by John Farrar

# SKYNYRD'S FIRST AND.





# LAST.



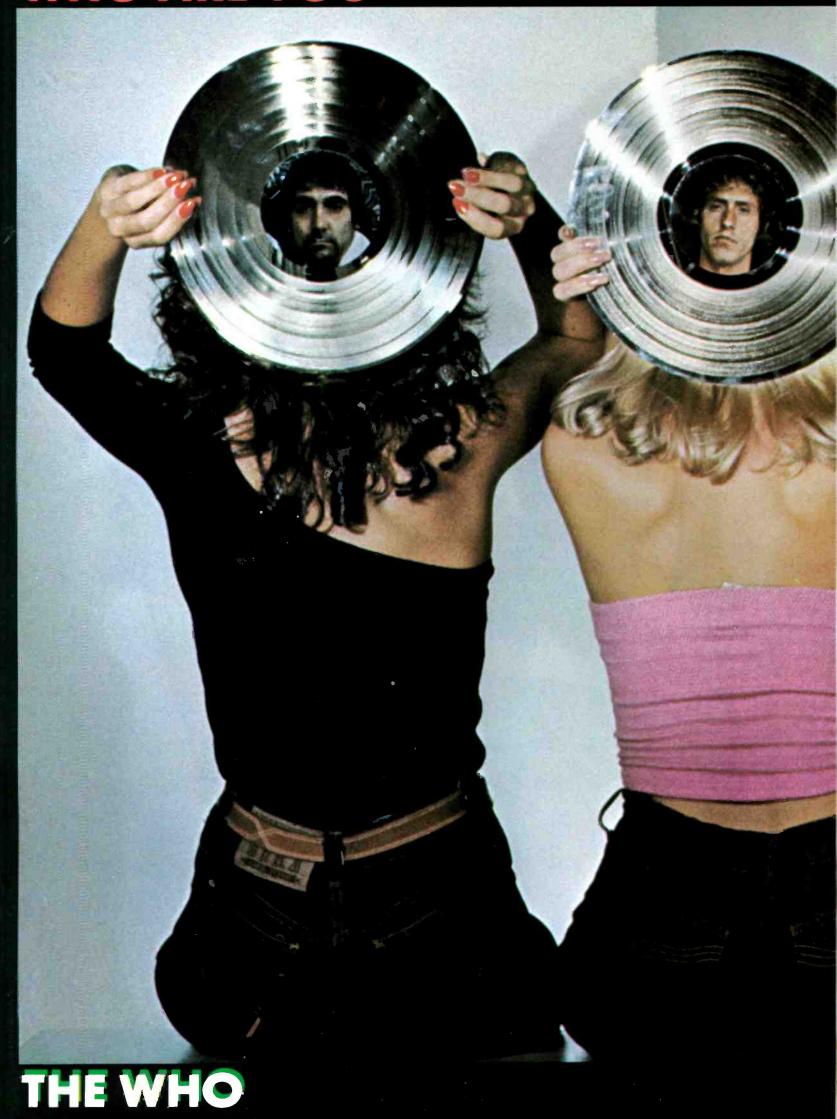
A special release... a very special album

Down South Jukin'/Preacher's Daughter/White Dove/Was I Right Or Wrong Lend A Helpin' Hand/Wino/Comin' Home/The Seasons/Things Goin' On

Produced by Jimmy R. Johnson and Tim Smith

MCA RECORDS

# WHO ARE YOU



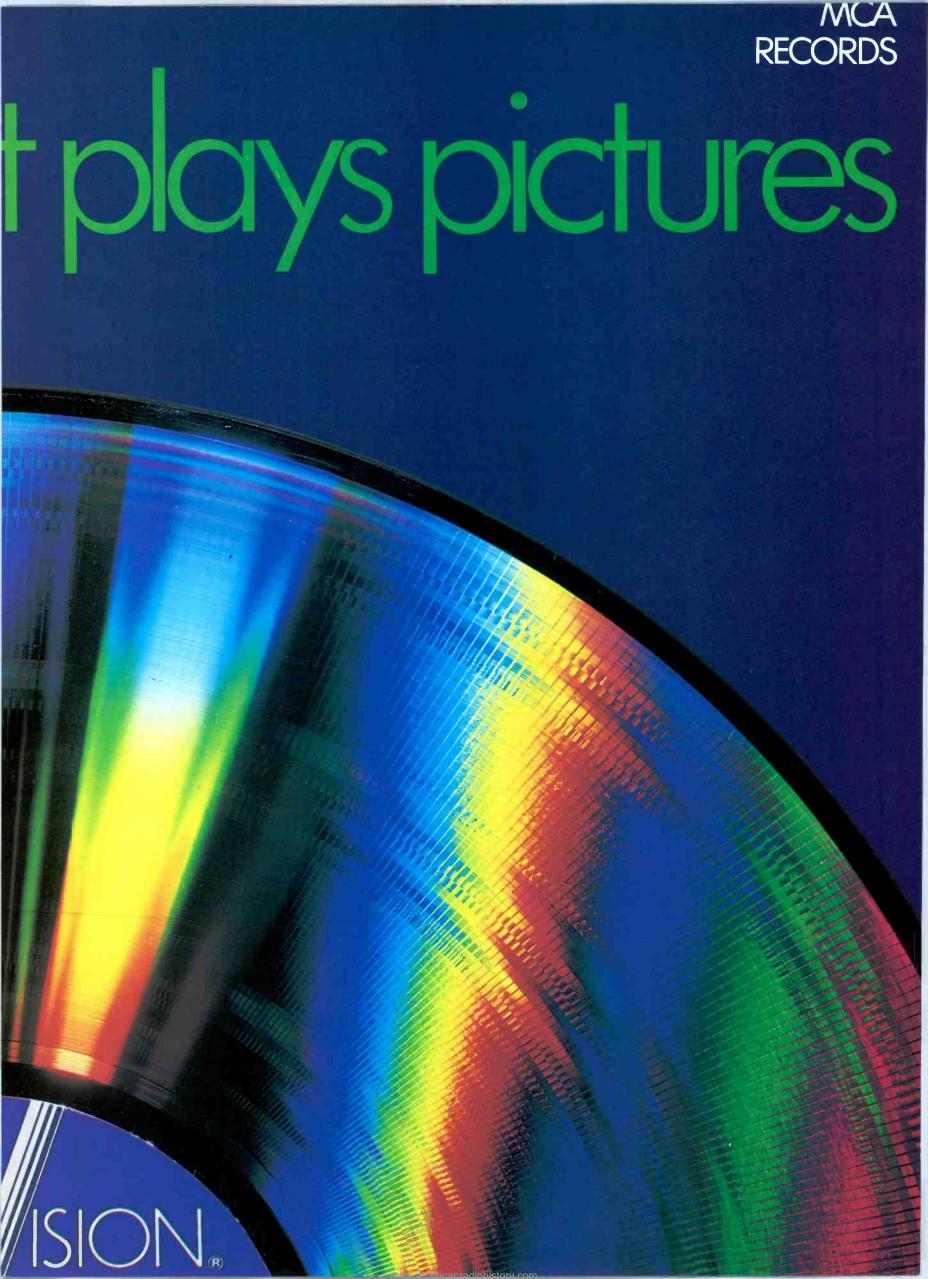
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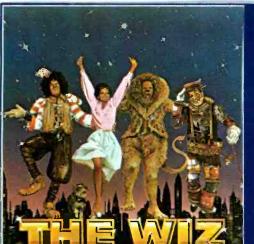


ON MCA RECORDS

PRODUCED BY GLYN JOHNS AND ION ASTLEY MCA-3050

MCA DISCOMISION: The record the





# The final step. The land of Oz. THE WIZ. The soundtrack. A deluxe 2-record set. Dazzling!



# DIANA ROSS in "THE WIZ"

Also Starring
MICHAEL JACKSON · NIPSEY RUSSELL
TED ROSS · LENA HORNE
and RICHARD PRYOR (as "THE WIZ")

Music Adapted & Supervised by
QUINCY JONES





# MCA NASHVILLE







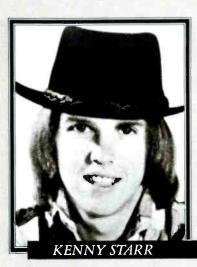






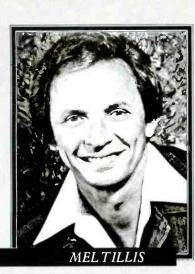




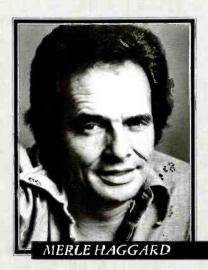








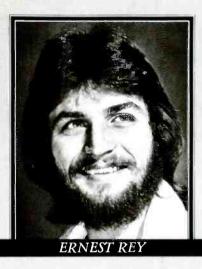
# Music City USA







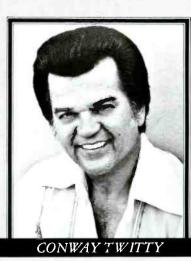








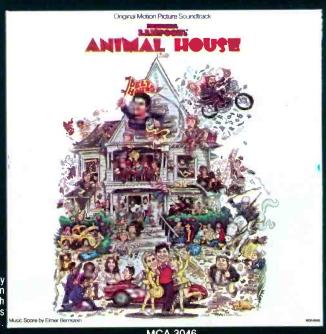








Produced by Kenny Vance in association with Universal Pictures & Red Giant Prods.



MCA-3046

NAL MOVIE SCHINDTRACK BOSTON - Jimmy Buffett - Double Brothers · Eagles · Dan Fogethery · Foreigner · Billy Joel · Randy Meisner · Stere Miller Tom Petty Queen Alada Roustadt - Roz Scaggs -- Rob Seger - Steety Dao - James Taylor - Joe Walsh -



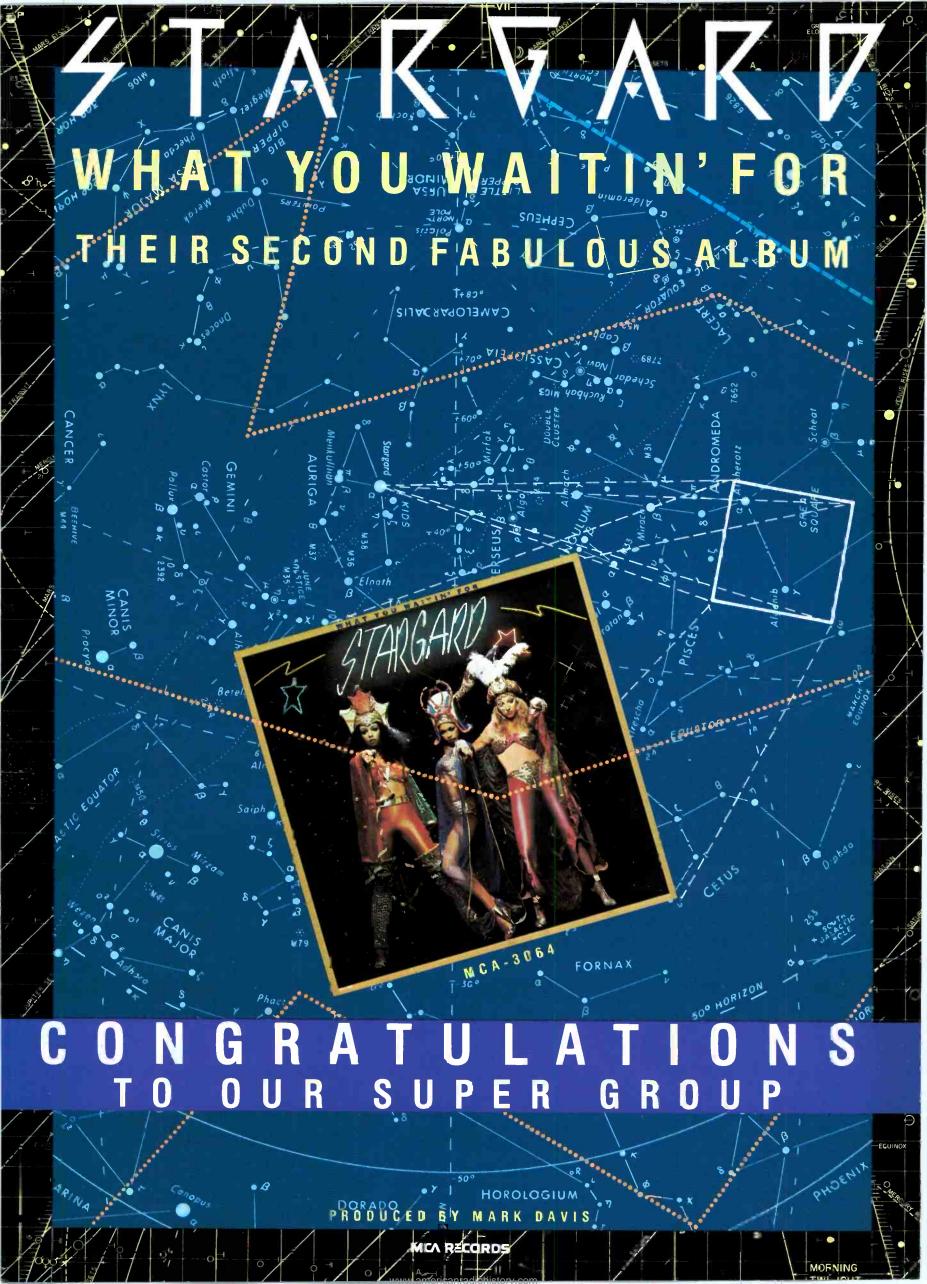
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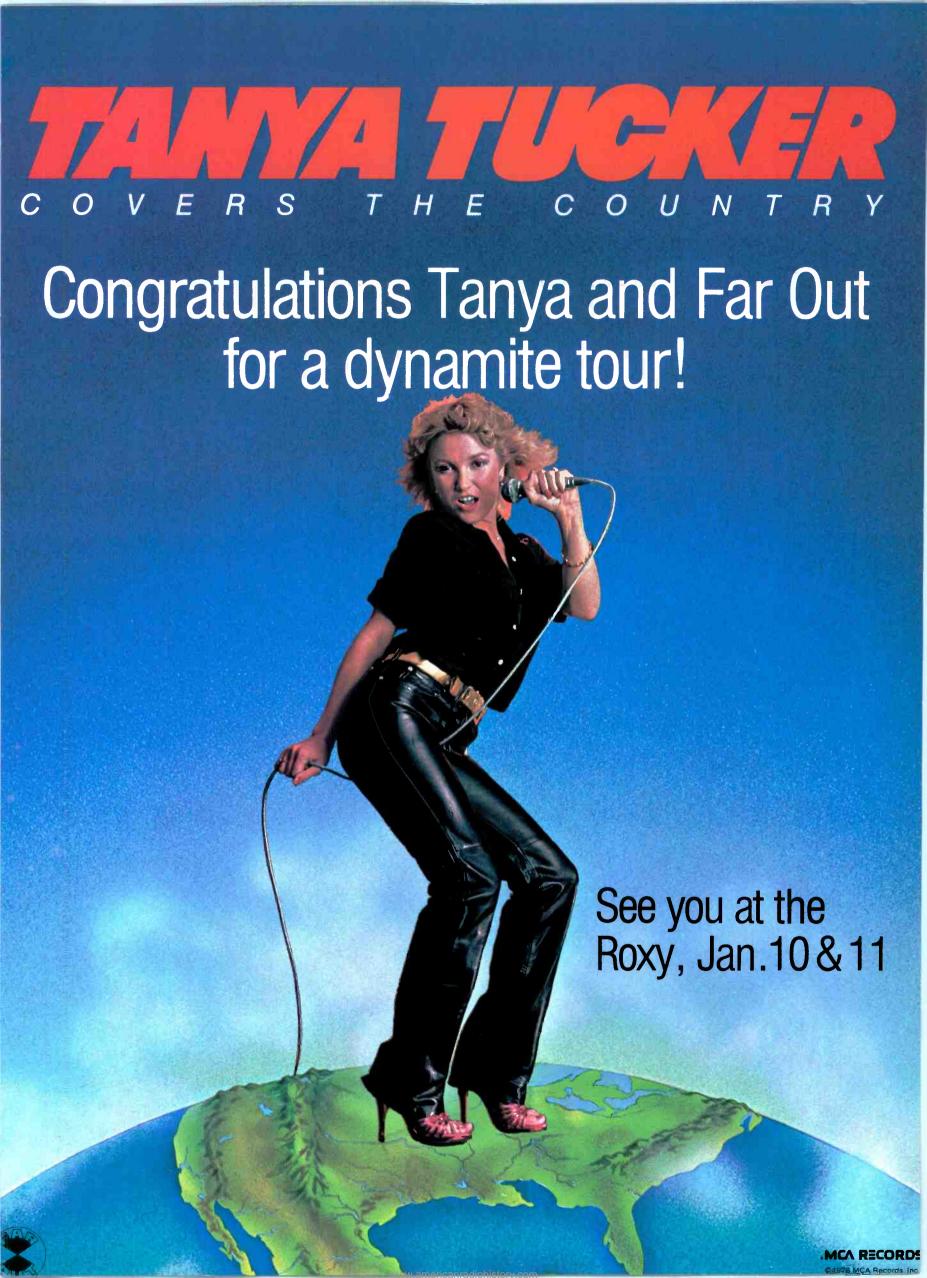


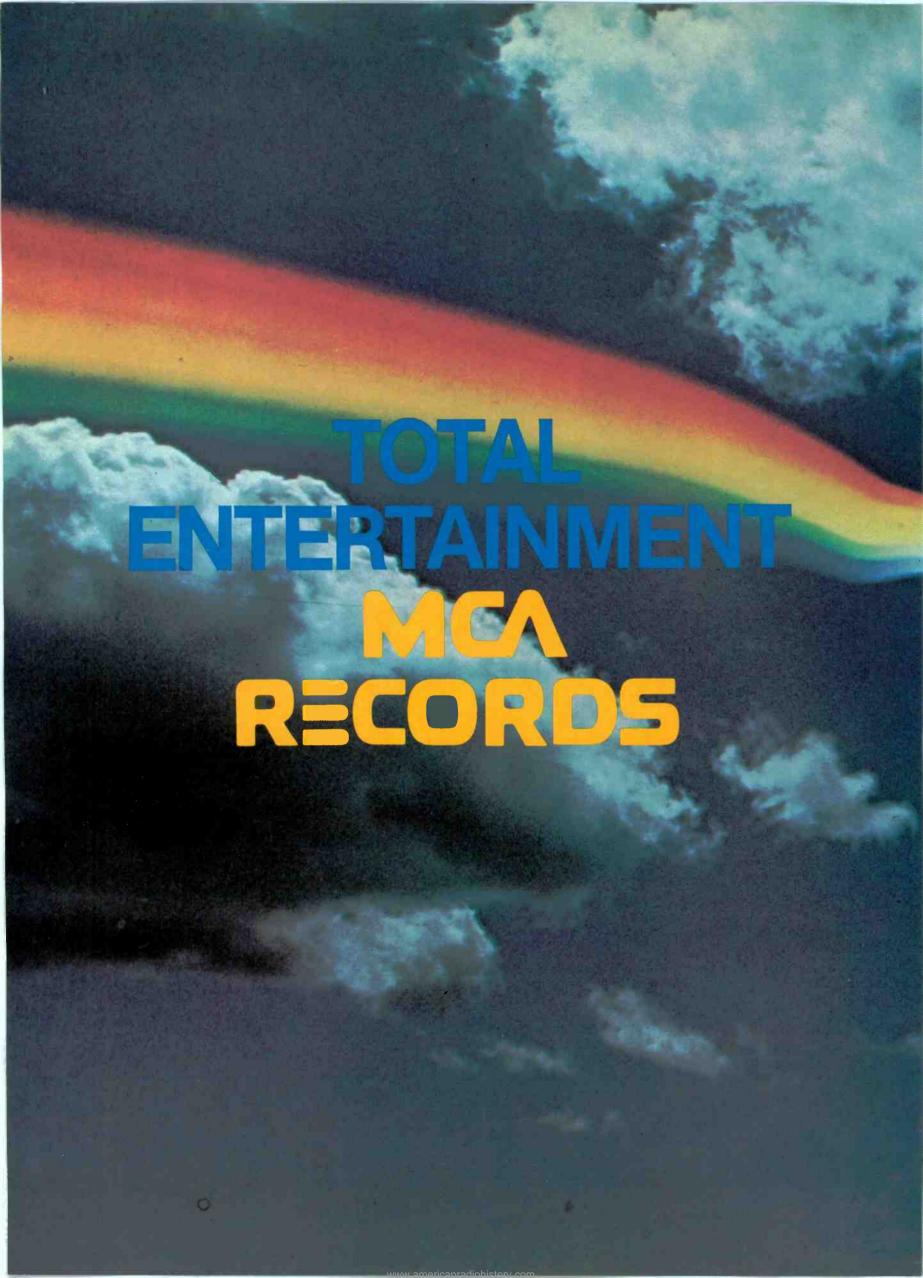












# **SEPTEMBER 28, 1978** CASH BOX DEBUTS TWO NEW BULLETS

VOLUME XL - NUMBER 19 - SEPTEMBER 23, 1978

THE INTERNATIONAL MUSIC RECORD WEEKLY

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### RADIO SALES BULLET

# **BULLET**



**GIVEN FOR** RADIO ACTIVITY THIS WEEK



**GIVEN FOR** EXCEPTIONALLY HEAVY EXCEPTIONALLY HEAVY SALES ACTIVITY THIS WEEK

Cash Box charts now exclusively supply the entire industry—including manufacturers, wholesalers, retailers, jukebox operators and radio programmers—with the concise information necessary for making intelligent business decisions. Moreover, we believe our sales and radio seals are the most significant innovation in trade charts since we introduced the bullet 20 years ago.

CASH BOX. . . HELPING THE MUSIC INDUSTRY MAKE SOUND BUSINESS DECISIONS.

### Year End Commentary 1978's Record Sales Figures Set Industry Standard For Years To Come, Smith Says

by Alan Sutton

LOS ANGELES - For year, record company executives pondered an almost Talmudic question: If somewhere between 65 and 70 million households in the United States have record players, why make such a big fuss about selling 500,000 or a million

Suddenly, in 1978, it was not unusual for an album to sell two-, three-, four-, five- or even ten million copies; and, according to Elektra/Asylum Records chairman Joe Smith, a new set of industry sales guidelines was established for 1979 and beyond.

"I think 1978 set a standard from which we will operate from now on," Smith said. "All of a sudden it dawned on us that one out of every eight homes in America had bought a 'Saturday Night Fever' album and that multi-platinum albums were so routine you almost felt ashamed of taking an ad to congratulate an artist for selling a million records.

"It used to be that you would project a major artist to sell 400,000 or 800,000 albums for the next year. Now, the two million figure is no longer 'pie-in-the-sky'; it's very realistic.

### **Modest Projection**

'To say that the next Fleetwood Mac album, the next Bee Gees album or, in our

we could possibly be disappointed with the sale of three million albums because it would represent an amazing backoff from their last album.

Smith made these observations during a recent interview at his office in Elektra/Asylum headquarters here. Speaking from the vantage point of head of a major record manufacturer, he explored a plethora of topics — from artists' contracts to record piracy - and provided a rare insight into the state of the industry.

Although Smith believes there won't be fewer records produced in 1979, he said industry growth will be tempered by a general feeling of economic uncertainty. have a crystal ball, but it is safe to say that this country won't boom ahead next year. If anything, it's going to put the clamps on the inflationary cycle, which is bound to be recessionary in nature. I think the prevailing philosophy of the administration is that it's going to take a tough dose in 1979 to prevent what could be craziness in 1980.

"What effect that will have on us is very speculative," Smith continued. "This industry got hurt in '74 and '75 not because people weren't buying records, but because the major (retail) chains — the big users of records - were cutting inventories. They were slashing one-third or 25% during that recession year, and, therefore, records went too. We got hit with returns

tivity. There was some slight slippage of sales that year, but it wasn't any real kind of fall-off.

"I don't claim we're recession-proof; nobody is recession-proof. But we will probably feel it less, on a percentage basis, automobiles, new homes, refrigerators and other high ticket items. In fact, we have a cliche in this industry that goes something like: If things are bad, people will not go out as much and they will stay home and play records." However, Smith cautioned, "It's possible that the general health of the economy will not improve next year and that we will not grow as much as we would like.'2

The international market, according to



Joe Smith

### Frisoli Cites Defective LPs As Major Industry Concern

NEW YORK — Defective returns, an aspect of the record industry that has proved to be troublesome and controversial in the past. has been targeted for an in-depth examination by Polygram Distribution, Inc. in 1979, according to John Frisoli, president of the corporation.

"We recognize and have an interest and concern about what we've been hearing from customers about industry quality, Frisoli said. "Present levels of quality control are going to be expanded so that we can more accurately give definition to the types and degrees of defective product. In addressing ourselves to a more detailed investigative approach, we may find that defectives are within the tolerance levels of a commercially manufactured product. Of course all of us within the industry would like to see a zero defect level; however, the cost/price relationship would tend to preclude such a condition. Once we have established the program to specifically identify types of defects, we can then focus on the causes in a meaningful way.

"This approach leads to a very important second level of quality assurance," Frisoli stated. "Although we will be setting up the framework for the defective control program, it will require a joint cooperative effort with our customers." He added that Polygram Distribution plans to implement the new system during the first half of 1979.

**Bar Coding Implementation** 

Bar coding, another controversial and potentially troublesome issue in the industry, was also tackled head-on by Frisoli during the course of a wide-ranging Cash Box interview. "We, as an industry, have to determine with some precision the specifics of bar coding requirements at each level of our distributive channels, the realistic use of the new system, the cost ramifications, and, most importantly, the right timing for implementation.

Polygram is currently conducting an evaluation of bar coding, Frisoli revealed. Among the prime benefits of bar coding, he said was "the fact that both the customer and manufacturer can have greater controls in the areas of product sell-through, inventory turnover and replenishment, as well as improved accuracy of information in each of these areas."

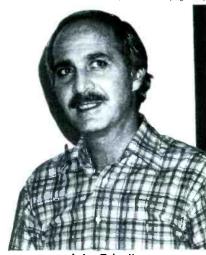
tion as an increasingly crucial area of the industry. Although greater penetration of product in the marketplace has been responsible for the phenomenal growth of the industry in general and Polygram Disyears, Frisoli said, "there still remain op-

Television, according to Frisoli, may be a prime example of an under-utilized medium. "As an industry, we still have a great deal to investigate," Frisoli said, about how to best penetrate segments of our market through this advertising medium. Our products have very unique characteristics, and this makes it even more crucial that we conduct in-depth research on more effective approaches to market penetration through all media formats. What I term as 'effectiveness analysis' should be used in media advertising and is now being applied within our company to our sales programs, merchandising campaigns, market sales coverage and the sales quota/returns relationship, to name just a few. Whatever actions we take in these areas are taken to achieve a level of results which must be reasonably measurable. This enables us not only to establish performance indices, but to modify and improve future programs and activities to maximize our market penetration poten-

Appropriate servicing of various kinds of accounts, Frisoli stressed, can also help sustain and improve market penetration. "Perhaps one of the most crucial elements in the development of new talent and insuring maximum penetration for established acts are the marketing channels which now make up our account base," he explained. "Included in these channels, of course, are retail stores, direct mass merchandisers, rack accounts and one-stops. Although the

## portunities for further achievement.

In addition, Frisoli cited market penetratribution in particular over the past two



John Frisoli

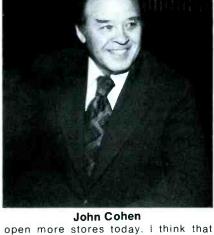
### **Cohen Worried About Sales Being Hurt By Higher Prices**

NEW YORK — Caution is 1979's watchword for both manufacturers and retailers, according to John Cohen, president of the National Association of Recording Merchandisers (NARM). Even though there is no immediate evidence of a diminishing of the prosperity that both have enjoyed. Cohen sees the necessity for a cautious approach toward price raising by manufacturers, and toward expansion by retailers.

"The retail picture continues to look strong," said Cohen. "I don't see any decrease in retail sales at all, and it looks as if we're going to have a banner Christmas season - from all indications, it's running better than last year. As far as next year is concerned, if there's any slowdown in the economy, the only place it could possibly hurt will be in the higher-priced goods. The only thing I'm worried about is the possibility of sales being hurt when records go \$8.98 across-the-board. This Thanksgiving we got some indication that we may be seeing the beginnings of a consumer reaction. Although the percentages done were a little better, there was not a great increase in the number of units, and a less-units-more-dollars situation is not one that dealers want to see.

"I think that record companies will turn around and lower the prices in the event of a consumer reaction, but not before they go to \$9.98. The reason we're seeing these continuously escalating prices is not because of the intrinsic value of each record, but because of the overall thrust of the company's signing of artists and allocating millions of dollars that they can't possibly be sure they'll see returned. While production costs are in fact rising, they're not rising in dollar increments.

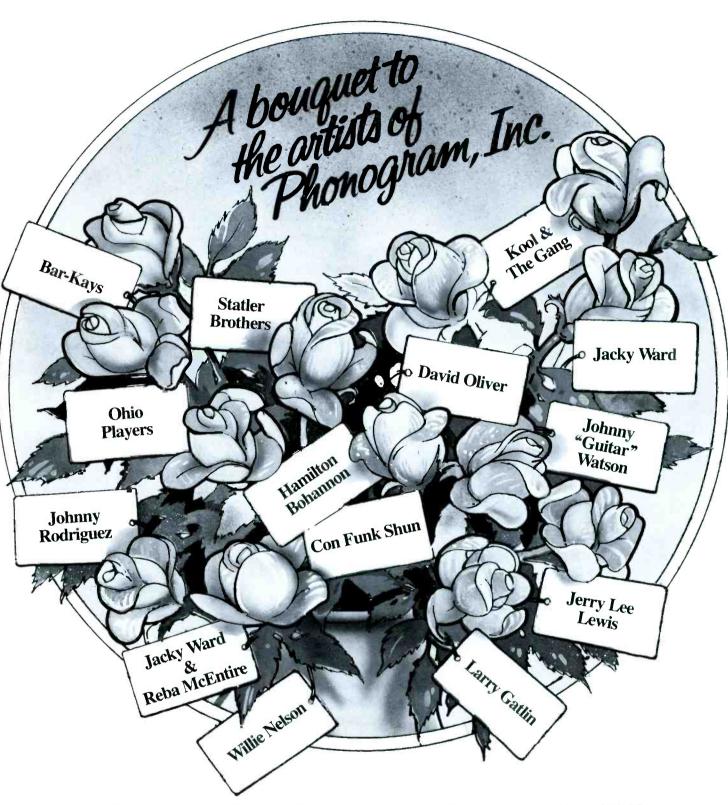
When asked what he thought was the trend for 1979 that warranted the closest watching, Cohen replied, "I think that there has to be some caution in the expansion of the retail business. There is a franticness to



because of the sheer number of stores and the kind of credit being offered to so many different people, that everybody believes that this is the fountain of youth. Ultimately, you still have to come back to very solid business decisions, because when you come right down to it you have companies who are running giant businesses without any inventory control. There is one firm in particular whose debt is like the national debt and you have to wonder where this is all going. Even after being burned in the past, the manufacturers are throwing caution to the wind."

Cohen sees a productive year for the NARM Retail Advisory Committee. "The committee is more concerned about advising the retailer of his needs," said Cohen. 'For example, bar coding, maximizing the use of in-store advertising with regard to audio visual presentations, and uniform invoicing systems. Right now there are no two companies that have the same invoice

(continued on page 123)



Bar-Kays (Mercury) Billboard: Top Soul Albums (#26)/Cash Box: Top Soul Groups—Albums (#16)/Top Black Contemporary Albums (#29)/
Record World: Most Promising Male Soul Group—Albums (#1)/Top
Male Soul Group—Albums (#13)/Top Soul Album—Group (#18).

Hamilton Bohannon (Mercury) Billhourd: Top Disco Audience Response (#36)/Top Disco Artist of the Year (#40)/Cush Box: Male Soul Vocalists—Singles (#18)/Top Soul Male Vocalists—Albums (#13)/Top R&B Singles (#83).

ConFunkShun (Mercury) Billboard: Top Soul Singles (#10, #11, #35)/Top Soul Albums (#29, #39)/Top Pop Albums (#58)/Cash Box: Top Soul Groups—Singles (#2)/Top Soul Groups—Albums (#7)/R&B Debuts—Top Groups (#8)/Top Black Contemporary Singles (#13, #16)/Top Black Contemporary Albums (#26, #40)/Record World: Top Soul Albums—Group (#20)/Top Soul Record Group—Singles (#20).

Larry Gatlin (Monument) *Billboard:* Country Artist of the Year (#11)/Top Country Albums (#15, #37)/Top Country Singles (#25, #27, #28, #29, #30, #38)/Cash Box: Most Weeks on Album Chart—Male Vocalist (55 wks.).

Kool & The Gang (De-Lite) Billboard: Top Pop Albums (#43).

Jerry Lee Lewis (Mercury) Billboard: Top Country Singles (#20)/Country Artist of the Year (#29)/Cash Box: Most Weeks on Singles Chart—Male Vocalist (17 wks.).

Willie Nelson (Lone Star) Billboard: Country Artist of the Year

(#2)/Top Country Singles (#16)/Top Country Albums (#21)/Cash Box: Country Male Crossover (#2).

Ohio Players (Mercury) Cash Box: Top Groups—Albums (#29).

David Oliver (Mercury) Cash Box: Top New Male Soul Vocalists—Albums (#3)/Top New Male Soul Vocalists—Singles (#4)/Male Soul Vocalists—Singles (#13)/Top Male Soul Vocalists—Albums (#16)/Top R&B Singles (#51)/Record World: Top Featured Soul Artists—Singles (#4)/Top Male Soul Vocalists—Singles (#9).

Johnny Rodriguez (Mercury) Billboard: Country Artist of the Year (#35).

Statler Brothers (Mercury) Billboard: Country Artist of the Year (#7)/Top Country Singles (#2)/Top Country Albums (#13, #20)/Top Country Singles (#34, #35, #36, #41)/Cash Box: Country Group Crossover (#4)/Highest Debuting Singles—Vocal Group (#70, #82)/Most Weeks on Singles Chart—Group (16, 13 wks.)/Most Weeks on Album Chart—Group (52, 36 wks.).

**Jacky Ward (Mercury)** *Billboard:* Top Country Singles (#42)/*Cash Bax:* Country Male Crossover (#2).

Jacky Ward & Reba McEntire (Mercury) Billboard: Top Country Singles (#10)/Cash Box: Highest Debuting Singles—New Duets (#76)/Most Weeks on Singles Chart—New Duets (13 wks.).

Johnny "Guitar" Watson (DJM) Cash Box: Top Male Vocalists—Albums (#20).













Write or call your local Polygram Distribution sales office for displays and other promotional items.

### Male Vocalists

- **Andy Gibb**
- **Barry Manilow**
- **Gerry Rafferty**
- Billy Joel
- Nick Gilder
- 6 Frankie Valli
- Randy Newman
- Eric Clapton
- **Rod Stewart**
- 10 Dan Hill

### New Male Vocalists

- 1 Gerry Rafferty
- Nick Gilder 2
- 3 Dan Hill
- **Eddie Money**
- Meatloaf
- 6 Peter Brown
- Walter Egan
- Michael Johnson
- 9 Chris Rea
- 10 John Paul Young

### Female Vocalists

- **Donna Summer**
- Samantha Sang
- 3 Linda Ronstadt



- 4 Bonnie Tyler
- Anne Murray
- 6 Yvonne Elliman
- Olivia Newton-John
- 8 Dolly Parton
- Debby Boone
- 10 Evelyn "Champagne" King

### New Female Vocalists

- 1 Samantha Sang
- **Bonnie Tyler**
- **Dolly Parton**
- Evelyn "Champagne" King
- 5 Alicia Bridges

### Duos

- 1 Olivia Newton-John/John Travolta
- Johnny Mathis/Deniece Williams 2
- Roberta Flack/Donny Hathaway 3
- Barbra Streisand/Neil Diamond
- 5 Captain & Tennille
- 6 LeBlanc & Carr
- 7 England Dan & John Ford Coley
- 8 Seals & Croft
- 9 Hall & Oates
- 10 Dan Fogelberg/Tim Weisberg

### New Duos

- Olivia Newton-John/John Travolta
- Johnny Mathis/Deniece Williams
- Barbra Streisand/Neil Diamond
- Dan Fogelberg/Tim Weisberg

# Pop Singles Awards

### Male Vocalists — Longest Charted

- Paul Davis I Go Crazy Bang
- Andy Gibb (Love Is) Thicker Than Water RSO
- Johnny Rivers Swayin' To The Music Big Tree
- Gerry Rafferty Baker Street UA
- Robert Palmer Every Kind Of People Island

### New Male Vocalists — Longest Charted

- Meat Loaf Two Out Of Three Aint' Bad Cleve./Intl.
- Eddie Money Baby Hold On Columbia
- Peter Brown Dance With Me TK
- Jay Ferguson Thunder Island Elektra
- Nick Gilder Hot Child In The City Chrysalis



### Female Vocalists — Longest Charted

- Linda Ronstadt Blue Bayou Asylum
- Crystal Gayle Talking In Your Sleep UA
- Dolly Parton Here Come Again RCA
- Debby Boone You Light Up My Life Warner/Curb
- Judy Collins Send In The Clowns Elektra

### New Female Vocalists — Longest Charted

- Samantha Sang Emotion Private Stock
- Bonnie Tyler It's A Heartache RCA
- Alicia Bridges I Love The Night Life Polydor
- Evelyn "Champagne" King Shame RCA

### Black Groups — Longest Charted

- A Taste Of Honey Boogie Oogie Oogie Capitol
- Heatwave Boogie Nights Epic
- Raydio Jack & Jill Arista
- L.T.D. (Every Time | Turn Around) Back In Love Again A&M
- R. Flack/D. Hathaway The Closer I Get To You **Atlantic**

### Groups — Longest Charted

- Bee Gees Stayin Alive RSO
- Lynyrd Skynyrd What's Your Name MCA
- Bee Gees How Deep Is Your Love RSO
- Styx Come Sail Away A&M

americantadiohistory com

Rolling Stones — Miss You — Rolling Stone

### New Groups — Longest Charted

1 Toby Beau — My Angel Baby — RCA

Now everyone knows what we have always known.

# CONGRATULATIONS



## <u>LINDA</u>

#1 Top Female Vocalist

Asylum Records and Tapes

c 1978 Elektra/Asylum Records 🐷 A Warner Communications Co

### Male Vocalists — Highest Debuts

- Elton John Ego MCA
- Andy Glbb Shadow Dancing RSO
- Andy Glbb Everlasting Love RSO
  Bob Seger Hollywood Nights Capitol
- Billy Joel My Life Columbia
- Barry Manilow Copacabana Arista 6
- Frankie Valli Grease RSO
- Eddie Money Two Tickets To Paradise Columbia
- Bruce Springsteen Badlands Columbia
- Chris Rea Fool (If You Think It's Over) Magnet





### New Male Vocalists — Highest Debuts

- Eddie Money Two Tickets To Paradise Columbia
- Chrls Rea Fool (If You Think It's Over) Magnet
- Warren Zevon Werewolves Of London Elektra
- Gene Cotton "Like A Sunday In Salem" (The Amos And Andy Song) - Ariola
- John Paul Young Love Is In The Air Scotti Bros./Atlantic
- Nick Gilder Here Comes The Night Chrysalis
- Gene Simmons Radioactive Casablanca
- Elvis Costello Watching The Detectives Columbia
- Paul Stanley Hold Me, Touch Me Casablanca
- Ace Frehley New York Groove Casablanca
- Mick Jackson Blame It On The Boogie Atco

### Female Vocalists — Highest Debuts

- Olivia Newton-John Hopelessly Devoted To You MCA
- Linda Ronstadt Ooh Baby Baby Asylum
- Rita Coolidge The Way You Do The Things You Do —
- Dolly Parton Two Doors Down RCA
- Linda Ronstadt Poor Poor Pitiful Me Asylum
- Bonnie Tyler It's A Heartache RCA
- Barbra Streisand Eyes Of Laura Mars (Prisoner) -Columbia

### New Female Vocalists — Highest Debuts

- 1 Bonnie Tyler It's A Heartache RCA
- Nicolette Larson Lotta Love Warner Bros. 2
- Cheryl Ladd Think it Over Capitol Chaka Khan I'm Every Woman Warner Bros.

### Vocal Groups — Highest Debuts

- Bee Gees Too Much Heaven RSO
- Boston Don't Look Back Epic 2
- Chicago Allve Again Columbia
- Commodores Three Times A Lady Motown
- Foreigner Hot Blooded Atlantic 5
- A Taste Of Honey Boogie Oogie Oogie Capitol
- Who Who Are You MCA
- Earth, Wind & Fire Got To Get You Into My Life ARC/Columbia
- Rolling Stones Miss You Rolling Stones
- Wings With A Little Luck Capitol

### New Vocal Groups — Highest Debuts

- A Taste Of Honey Boogie Oogie Oogie Capitol
- Toby Beau My Angel Baby RCA
- Exile Kiss You All Over Warner Bros.
- Village People Macho Man Casablanca

Chic — Everybody Dance — Atlantic

### Vocal Duos — Highest Debuts

- Olivia Newton-John/John Travolta Summer Nights —
- Barbra & Neil You Don't Bring Me Flowers Columbia 2
- England Dan & John Ford Coley We'll Never Have To Say Goodbye Again — Big Tree/Atlantic
- Diana Ross/Michael Jackson Ease On Down The Road — MCA
- Johnny Mathis/Deniece Williams Too Much, Too Little, Too Late — Columbia
- Donny & Marie On The Shelf Polydor
- Captain & Tennille You Never Done It Like That A&M
- Captain & Tennille You Need A Woman Tonight A&M

### New Vocal Duos — Highest Debuts

- Olivia Newton-John/John Travolta Summer Nights —
- Barbra & Neil You Don't Bring Me Flowers Columbia 2
- Dlana Ross/Michael Jackson Ease On Down The Road
- Johnny Mathis/Deniece Williams Too Much, Too Little, Too Late - Columbia
- Dan Fogelberg/Tim Weisberg The Power Of Gold —

### Disco Crossover — Highest Debuts

- Meco Themes From The Wizard Of Oz Millenium
- Chic Everybody Dance Atlantic 2
- Chic Le Freak Atlantic
- Dan Hartman Instant Replay Blue Sky
- Linda Clifford Run Away Love Warner Bros.
- Trammps Disco Inferno Atlantic
- 7 Village People Y.M.C.A. Casablanca

### Instrumental Crossover — Highest Debuts

- Meco Themes From The Wizard Of Oz Millenium
- John Williams (Theme From) Close Encounters
- Meco (Theme From) Close Encounters Millenium

### Black Crossover — Highest Debuts

- Commodores Three Times A Lady Motown
- Earth, Wind & Fire Got To Get You Into My Life Columbia
- Meco Themes From The Wizard Of Oz Millenium
- Earth, Wind & Fire September Columbia
- Hot Chocolate Every 1's A Winner Infinity
- Earth, Wind & Fire Fantasy Columbia
- Rick James Mary Jane Gordy Lou Rawls Lady Love Phila. Int'l.
- Raydio Jack & Jill Arista

### Jazz Crossover — Highest Debuts

- George Benson On Broadway Warner Bros.
- Chuck Mangione Feels So Good A&M

### Country Crossover

- Dolly Parton Two Doors Down RCA
- Glen Campbell Can You Fool Capitol
- Eddie Rabbitt You Don't Love Me Anymore Elektra
- Kenny Rogers Sweet Music United Artists
- Kenny Rogers The Gambler United Artists

### Country Crossover — Highest Debuts

- Barbra & Neil You Don't Bring Me Flowers Columbia
- Ambrosia How Much I Feel Warner Bros.
- Barry Manilow Even Now Arista
- David Gates Took The Last Train Elektra
- Barry Manilow Can't Smile Without You Arista
- ABBA Take A Chance On Me Atlantic 6
- Art Garfunkel Wonderful World Columbia
- Andy Gibb (Our Love) Don't Throw It All Away RSO 8
- Gino Vannelli I Just Wanna Stop A&M
- Debby Boone California Warner Bros./Curb Cash Box/December 30, 1978 11 Paul Davis — Sweet Life — Bang



1978
ON COLUMBIA RECORDS.



# Pop Singles Awards

### Country Male Crossover

- **Kenny Rogers**
- **Jacky Ward**
- 3 Waylon Jennings

### Country Female

### Crossover

- 1 Anne Murray
- **Dolly Parton**
- 3 Crystal Gayle

### A/C Female Vocalists

- **Linda Ronstadt**
- Samantha Sang
- **Bonnie Tyler**
- Anne Murray
- Olivia Newton-John
- 6 **Dolly Parton**
- Crystal Gayle
- Carly Simon 8
- Rita Coolidge
- Barbra Streisand

### A/C Duos

- Johnny Mathis/Deniece Williams
- Roberta Flack/Donny Hathaway
- Captain & Tennille
- Le Blanc & Carr
- England Dan & John Ford Coley

### Instrumentalists

- **Chuck Mangione**
- John Williams
- Meco

### Comedy/Novelty

- **Steve Martin**
- **Plastic Bertrand**
- 3 Cheech & Chong

### Groups

- **Bee Gees**
- **Rolling Stones**
- Exile
- Foreigner
- 5 Commodores
- Player
- A Taste Of Honey
- Little River Band
- Kansas

### **New Groups**

- Exile
- Player 2
- A Taste Of Honey
- 4 Raydio
- 5 Chic
- Toby Beau
- High Inergy
- Foxy
- Santa Esmeralda
- 10 Odyssey



### Black Group Crossover

- Commodores
- A Taste Of Honey

**Donna Summer** 

**Natalie Cole** 

Chaka Khan

Peter Brown George Benson **Rick James** Lou Rawls

Bill Withers Sylvester

Evelyn "Champagne" King

Black Male Crossover

**Teddy Pendergrass** 

- Raydlo
- Chic
- O'Javs 5
- Heatwave
- L.T.D. Earth, Wind & Fire
- Trammps
- 10 High Inergy

### A/C Male Vocalists

- **Andy Gibb**
- **Billy Joel** 3
- 4 Dan Hill
- Paul Davis
- Gino Vannelli Neil Diamond
- **David Gates**
- 9 Michael Johnson
- 10 Chris Rea

### **Barry Manilow**

- **Bee Gees**
- Commodores

A/C Groups

- 3 Little River Band
- Exile 4
- 5 Player
- 6 Ambrosia
- Pablo Cruise
- ABBA
- Toby Beau
- 10 Dr. Hook



# A&M's BEST OF'78

### **CHUCK MANGIONE**

- \*1TOP INSTRUMENTALIST-Pop Singles "Feels So Good"
- \*1 TOP INSTRUMENTALIST-Pop Albums "Feels So Good"
- \*1TOP SOLOIST-Jazz "Feels So Good"
- \*1 TOP DEBUT-Pop Albums/Soloists "Children of Sanchez"
- \*1 TOP R&B DEBUT-Albums/Instrumentalists "Children of Sanchez"
- \*1 TOP DEBUT-Jazz/Soloists "Children of Sanchez"

- \*1 INTERNATIONAL ARTISTS-Jazz/Singles
- \*1 INTERNATIONAL ARTISTS-Jazz/Albums

### **THE BROTHERS JOHNSON**

\*1 TOP DUO-R&B Albums "Blam!!"

### **QUINCY JONES**

\*1 TOP R&B DEBUTS-Singles/Instrumentalists "Stuff Like That"

### **THE TARNEY/SPENCER BAND**

\*1 TOP NEW DUO-FM ANALYSIS DEBUT "Three's A Crowd"

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# Pop Album Awards

### Country Crossover — Highest Debuts

- Jimmy Buffett Son Of A Son Of A Sailor ABC Jimmy Buffett You Had To Be There ABC
- Marshall Tucker Band Together Forever Capricorn
- Poco Legend ABC
- Pure Prairie League Just Fly RCA
- Amazing Rhythm Aces Burning The Ballroom Down —

### Country Group Crossover

- **Marshall Tucker Band**
- Waylon Jennings/Willie Nelson
- Kenny Rogers/Dottie West
- Statler Brothers
- Oak Ridge Boys

### Black Female Vocalists — Highest Debuts

- Natalie Cole Natalie Cole . . . Live Capitol Chaka Khan Chaka Khan Warner Bros.
- Diana Ross Ross Motown
- Cheryl Lynn Cheryl Lynn Columbia
- 5 Roberta Flack Roberta Flack Atlantic

### Black Male Vocalists — Highest Debuts

- Stevie Wonder Lookin' Back Motown
- Barry White The Man 20th Century
- Teddy Pendergrass Life Is A Song Worth Singing Philadelphia International
- Lou Rawls Lou Rawls Live Phila. Int'l.
- 5 Peabo Bryson Crosswinds Capitol

### Black Groups — Highest Debuts

- Commodores Natural High Motown
- Earth, Wind & Fire Greatest Hits, Vol. 1 Columbia
- Rufus And Chaka Khan Street Player ABC
- The Brothers Johnson Blam A&M
- Funkadelic One Nation Under A Groove Warner Bros.
- Maze Maze Capitol
- Sunbeam Emotions ABC
- Parliament Funkentelechy Vs. The Placebo Syndrome Casablanca
- Average White Band Warmer Communcations Atlantic
- 10 L.T.D. Back In Love Again A&M

### New Black Groups — Highest Debuts 1 Stargard — Stargard — MCA

- Raydio Raydio Arista

### A/C/Adult Contemporary — Highest Debuts

- Jimmy Buffett Son Of A Son Of A Sailor ABC
- Stephen Bishop Bish ABC 2
- Gino Vannelli Brother To Brother A&M
- Johnny Mathis You Light Up My Life Columbia
- Little River Band Sleeper Catcher Capitol
- Manhattan Transfer Pastiche Atlantic
- Jane Olivor Stay The Night Columbia

### Black Female Crossover Black Male Crossover

- George Benson
- **Teddy Pendergrass** 2
- **Johnny Mathis** 3
- 4 Rick James
- 5 **Barry White**
- 6 Grover Washington, Jr.
- 7 Peter Brown
- Sylvester 8
- Peabo Bryson 9
- George Duke

- **Donna Summer** 1
- 2 Roberta Flack
- 3 Chaka Khan
- Evelyn "Champagne" King 4
- Natalie Cole 5
- **Betty Wright**
- 7 Millie Jackson
- 8 Linda Clifford
- Aretha Franklin 9
- 10 Deniece Williams

### Jazz Vocalists — Highest Debuts

- George Benson Weekend In L.A. Warner Bros.
- Roy Ayers You Send Me Polydor
- Al Jarreau All Fly Home Warner Bros.
- Michael Franks Burchfield Nines Warner Bros.
- Roy Ayers Let's Do It Again Polydor

### Jazz Soloists — Highest Debuts

- Chuck Mangione Children Of Sanchez A&M
- Quincy Jones Sounds . . . And Stuff Like That A&M
- Bob James Touchdown Columbia
- Jean-Luc Ponty Cosmic Messenger Atlantic
- Grover Washington, Jr. Reed Seed Motown
- George Duke Come Get It Epic
- Al Dimeola Casino Columbia
- Joe Sample Rainbow Seeker ABC
- Chick Corea The Mad Hatter Polydor
- 10 Grover Washington, Jr. Live At The Bijou Motown

### Jazz Groups — Highest Debuts

- Weather Report Mr. Gone Columbia
- The Crusaders Images ABC

### Top Soundtracks

- 1 Saturday Night Fever
- Grease
- Sgt. Pepper's Lonely Hearts Club Band
- FM
- Thank God It's Friday
- Close Encounters
- The Last Waltz
- The Children Of Sanchez

### Soundtrack — Highest Debuts

- Sgt. Pepper's Lonely Hearts Club Band RSO
- FM MCA 2
- Grease RSO
- The Last Waltz Warner Bros.
- Chuck Mangione Children Of Sanchez A&M
- Close Encounters Of The Third Kind Arista
- Lord Of The Rings Fantasy
- The Wiz MCA 9

Black Groups Crossover

Commodores

**Isley Brothers** 

O'Jays

L.T.D.

Rufus

Heatwave

Funkadelic

Parliament

Earth, Wind & Fire

A Taste Of Honey

- T.G.I.F. Casablanca
- The Rocky Horror Picture Show Ode

### Top Instrumentalists

- **Chuck Mangione**
- George Benson
- **Quincy Jones**
- Grover Washington, Jr.
- Meco

### Top Comedy/Novelty

- **Steve Martin**
- Story Of Star Wars
- **Lily Tomlin**
- Mel Brooks

### Comedy/Novelty — Highest Debuts

- 1 Steve Martin A Wild And Crazy Guy Warner Bros.
- 3 The Rutles The Rutles Warner Bros.
- The Muppets Sesame Street Fever Sesame Street

2

3

5

6

7

8

9

10

1978 was a platinum year for me Thank you...
and that's from the-bottom of my heart.

Love,

Barry White

P.S. I'm looking forward to 1979.

Cause that 's going to be an

SCOIDS Year!

# Pop Album Awards

### Groups

- 1 Bee Gees
- **Rolling Stones**
- Foreigner 3
- Commodores
- 5 Styx
- Kansas 6
- 7 Fleetwood Mac
- Steely Dan
- Queen
- 10 **Boston**

### Groups — Highest Debuts

- Boston Don't Look Back Epic
- Rolling Stones Some Girls Atlantic
- The Who Who Are You MCA
- Wings London Town Capitol
- Foreigner Double Vision Atlantic
- Jefferson Starship Earth RCA
- Queen Jazz Elektra
- Styx Pieces Of Eight A&M
- Genesis And Then There Were Three . . . Atlantic
- 10 Moody Blues Octave London

### Groups — Longest Charted

- Fleetwood Mac Fleetwood Mac Warner Bros.
- The Eagles Their Greatest Hits Asylum
- Heart Dreamboat Annie Mushroom
- Eagles Hotel California Asylum
- Boston Boston Epic
- Fleetwood Mac Rumours Warner Bros.
- Foreigner Foreigner Atlantic
- Bee Gees Here At Last . . . Live RSO
- KC And The Sunshine Band Part 3 TK
- Styx The Grand Illusion A&M

### **New Groups**

- A Taste Of Honey
- Exile 2
- Van Halen 3
- Village People
- 5 Cars
- 6 Player
- Chic
- Raydio
- 9 Toto
- 10 Stargard



### New Groups — Highest Debuts

- 1 The Cars The Cars Elektra
- 2 The Clash Give 'Em Enough Rope Epic
- Devo Are We Not Men? We Are Devo!!! Warner Bros. 3
- The Boyzz The Boyzz Epic
- Fotomaker Fotomaker Atlantic 5
- George Thorogood & The Detroyers Rounder

### New Groups — Longest Charted

- Van Halen Van Halen Warner Bros.
- Player Player RSO
- Tom Petty & The Heartbreakers ABC/Shelter
- Raydio Raydio Arista
- 5 Sun Sunburn Capitol

### New Duos

- 1 Dan Fogelberg/Tim Weisberg
- Herb Alpert/Hugh Masakela
- **Kenny Rogers/Dottie West**

### Duos

- Dan Fogelberg/Tim Weisberg
- **Brothers Johnson**
- Ashford/Simpson
- Waylon Jennings/Willie Nelson
- Daryl Hall & John Oates
- Herb Alpert/Hugh Masakela
- Donny & Marie
- Seals & Crofts
- England Dan & John Ford Coley
- 10 Kenny Rogers/Dottie West

### Pop Duo — Highest Debuts

- 1 Fogelberg/Weisberg Twin Sons Of Different Mothers **Epic**
- Mathis/Williams Johnny Mathis & Deniece Williams Columbia
- 3 Hall & Oates Live Time RCA
- Seals & Crofts Takin' It Easy Warner Bros.
- Hall & Oates Along The Red Ledge RCA





### Disco Crossover — Highest Debuts

- K.C. & The Sunshine Band Who Do Ya (Love) TK
- Peter Brown Fantasy Love Affair TK
- Dr. Buzzard's Original Savannah Band Meets King Pennett — RCA
- Heatwave Grooveline Epic
- The Jacksons Destiny Epic 5
- Vickie Sue Robinson Half & Half RCA
- Chic C'est Chic Atlantic 7
- The Village People Cruisin' Casablanca 8
- Meco Themes From The Wizard Of Oz Millenium
- 10 Grace Jones - Do Or Die - Island

### Country Crossover — Highest Debuts

- Emmylou Harris Emmylou Harris' Greatest Hits Warner Bros.
- Dolly Parton Heartbreaker RCA
- Waylon Jennings/Willie Nelson Waylon & Willie RCA
- Waylon Jennings I've Always Been Crazy RCA
- Emmylou Harris Quarter Moon In A Ten Cent Town Warner Bros.
- 6 Kris Kristofferson — Easter Island — Monument
- Tanya Tucker TNT MCA
- Willie Nelson Willie Nelson & Family Live Columbia 8
- Kenny Rogers Love Or Something Like It United Artists
- Willie Nelson Stardust Columbia 10



### Country Female Crossover

- **Linda Ronstadt**
- **Dolly Parton**
- 3 **Bonnie Tyler**
- 4 Anne Murray
- 5 Crystal Gayle

### Country Male Crossover

- Kenny Rogers
- Willie Nelson
  - **Waylon Jennings**
  - Elvis Presley
- 5 Johnny Paycheck

# 151 MAYS TO MAKE A MAING YEAR

**TK** KC and The Sunshine Band • The Sunshine Band • George McCrae **Marlin** Michal Urbaniak • Voyage • Ralph MacDonald • The Ritchie Family • Bill Salter • John Tropea • Phil Upchurch • USA / European Connection • Eddie Daniels • Queen Samantha • Beautiful Bend • Gregg Diamond • Jo Bisso • Quartz • Star City • Partners • Walter Murphy • Amant **Drive** Peter Brown • Miami • Funk Machine • Rocky Mizell • Harry Deal & The Galaxies • Wild Honey • Gypsy Lane • Jimmy Castor Dash Foxy • T-Connection • Obatala • Ricky Collins • Rice & Beans Orchestra • John McArthur • Wildflower • Leno Wright • Asha Puthli • Ish Ledesma Alston Betty Wright • Herman Kelly & Life • Clarence Reid • Milton Wright • Cosa Rica Band • Ronnie Spector • Lew Kirton Malaco Dorothy Moore • Synthesis • Freedom Sunshine Sound Inc. Michelle White • Jimmy 'Bo' Horne • Fire • Ron Louis Smith Clouds Bobby Caldwell • Wild Oats • Horrell McGann • Tiger, Tiger Cat Chocolate Clay • Gwen McCrae • Little Beaver **Blue Candle** Joey Gilmore **Bold** Leon DeBouse • Reid, Inc. • F.A.T.S. **Amazon** Fantasia • Alice Street Gang **Glades** Latimore • Timmy Thomas • Seven Seas • Universal Love • Stony Island **The Roots** Jimmy Reed • Gene Barge • Wild Child Butler • Lee Shot Williams **Reid's World** Willie & Barbara • James T • DC 3 • Regina James **Weird World** Blow Fly • Wildman Steve Gospel Roots Jean Austin & Company • Mama Lou & The Avant Singers • Rev. T.L. Barrett • Brooklyn All Stars • Nancy Caree • The Cherubims • Mitty Collier • Liz Dargan & The Gospellettes • Fantastic Family Aires • Rev. C.L. Franklin • Rev. Edna Isaac & Greene Sisters • The Jackson Singers of Wash. DC • The Jordan Singers • Howard Lemon Singers • The Phillipians • Andrew Jackson & The Youth Community Choir • Helen Lewis • Walter Ponder • Roscoe Robinson • Earnestine Rundless & The Meditation Singers • Singing Sons of Wash. DC • Rev. Marvin Yancy & The Fountain of Life Joy Choir • Gloster Williams and The King James Version A.P.A. Celi Bee Chimneyville Lady Love • Willie Cobbs • McKinley Mitchell • Joe Shamwill Contempo Bobby Patterson Good Sounds Laura Taylor • Spats • Billion Dollar Band • Cheese **Juana** Anita Ward • Frederick Knight • The Controllers • C.L. Blast • Black Haze Express **Kayvette** The Facts of Life • The Meadow Brothers • Brandye **Konduko** Phillip & Lloyd • King Sporty **LRC** B. Baker's Chocolate Co. • O'Donel Levy • Joe Thomas • Jimmy McGriff • Lonnie Smith • Jimmy Ponder • John Macey **Diai** Joe Tex **Royal Flush** Barbara Jean English • Tony Middleton • Big Apple Brass **Shield** A.D. • Special Delivery **SRI** Midnite Flight **Wolf** Kenny Barron • Harold Vick Wanderick Jimmy Brisco & The Beavers Brownstone The J.B.'s International Simetone Beverly Johnson Inphasion Rick Rydell • Lu Janus • Daddy Dewdrop Sound Plus Eddie Mobley • Joe Simon Arth Sneakers & Lace Silver Blue Eli's Second Coming Muscle Shoals The Dealers And special thanks to everyone else who helped make '78 our best year ever!

## New Male Vocalists — Longest Charted

- Eddie Money Eddie Money Columbia
- Bob Welch French Kiss Capitol
- Peter Brown Fantasy Love Affair TK
- Warren Zevon Excitable Boy Asylum
- Joe Sample Rainbow Seeker ABC

## Male Vocalists

- **Billy Joel**
- Jackson Browne
- **Eric Clapton**
- Bob Seger
- 5 Barry Manilow
- Rod Stewart 6
- 7 Gerry Rafferty
- Andy Gibb
- Shaun Cassidy 9
- 10 George Benson

## Male Vocalists — Highest Debuts

Pop Album

- Billy Joel 52nd Street Columbia
- Bob Seger Stranger In Town Capitol 2
- Elton John A Single Man MCA
- Andy Gibb Shadow Dancing RSO
- Neil Young Comes A Time Warner Bros.
- Eric Clapton Backless RSO
- Barry Manilow Barry Manilow's Greatest Hits Arista
- Bruce Springsteen Darkness On The Edge Of Town Columbia
- Joe Walsh But Seriously Folks Elektra
- 10 Bob Dylan Street Legal Columbia

## Male Vocalists — Longest Charted

- Boz Scaggs Silk Degrees Columbia
- **Bob Seger Night Moves Capitol**
- Peter Frampton Frampton Comes Alive A&M
- Barry Manilow This One's For You Arista
- Stevie Wonder Songs In The Key Of Life Tamla/Motown
- Barry Manilow Live Arista 6
- Shaun Cassidy Shaun Cassidy Warner/Curb
- Andy Gibb Flowing Rivers RSO
- Steve Martin Let's Get Small Warner Bros.
- Steve Miller Book Of Dreams Capitol

## New Male Vocalists

- **Gerry Rafferty**
- 2 Warren Ze on
- 3 **Rick James**
- Meatloaf
- 5 Dan Hill
- Eddie Money 6
- 7 Elvis Costello
- 8 Peter Brown 9
- Walter Egan
- Jay Ferguson 10

## New Male Vocalists — Longest Debuts

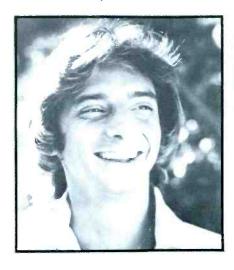
- Gene Simmons Gene Simmons Casablanca
- Ace Frehley Ace Frehley Casablanca
- Elvis Costello This Year's Model Columbia
- Paul Stanley Paul Stanley Casablanca 4
- Peter Criss Peter Criss Casablanca
- Warren Zevon Excitable Boy Elektra 7 Rick Danko - Rick Danko - Arista
- Leif Garrett Leif Garrett Atlantic 8
- David Gilmour David Gilmour Columbia
- Richard Wright Wet Dream Columbia



Awards

## Female Vocalists

- Linda Ronstadt
- **Donna Summer**
- Roberta Flack
- Carly Simon
- Barbra Streisand
- Chaka Khan
- Dolly Parton
- Debby Boone
- Bonnie Tyler
- Anne Murray



## Female Vocalists — Highest Debuts

- 1 Linda Ronstadt Living In The U.S.A. Asylum
- Joni Mitchell Don Juan's Reckless Daughter -Elektra/Asylum
- Barbra Streisand Greatest Hits, Vol. II Columbia
- Barbra Streisand Songbird Columbia
- Rita Coolidge Anytime . . . Anywhere A&M
- Olivia Newton-John Totally Hot MCA
- Carly Simon Boys In The Trees Elektra
- Donna Summer Live And More Casablanca
- Yvonne Elliman Night Flight RSO
- 10 Carole King Welcome Home Avatar/Capitol

## Female Vocalists — Longest Charted

- Linda Ronstadt Greatest Hits Asylum
- Linda Ronstadt Simple Dreams Asylum
- Rita Coolidge Anytime, Anywhere A&M
- Natalie Cole Thankful Capitol
- Dolly Parton Here You Come Again RCA

## New Female Vocalists

- 1 Bonnie Tyler
- Evelyn "Champagne" King
- Samantha Sang
- Linda Clifford

## New Female Vocalists — Highest Debuts

- 1 Bonnie Tyler Bonnie Tyler RCA
- Alicia Bridges Alicia Bridges Polydor
- Genya Ravan Urban Desire 20th Century
- Samantha Sang Samantha Sang Private Stock
- Cheryl Ladd Cheryl Ladd Capitol

## New Female Vocalists — Longest Charted

- Debbie Boone You Light Up My Life Warner/Curb
- Karla Bonoff Karla Bonoff Columbia
- Bonnie Tyler It's A Heartache RCA



Billy Joel—the legend grows.



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New York, NY 10022
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## 70p 100 Singles









NIGHT FEVER - BEE GEES - RSO

STAYIN' ALIVE -- BEE GEES - RSO
STAYIN' ALIVE -- BEE GEES - RSO
SHADOW DANCING - ANDY GIBB - RSO
KISS YOU ALL OVER -- EXILE - Warren (Curp KISS YOU ALL OVER -- EXILE - Warren (Curp HOT CHILD IN THE CITY - NICK GILDER -- Chrysalis
BOOGIE OGGIE - AT ASTE OF PROMEY -- Capitol
EMOTION -- SAMARTHA SANG - Private Stock
MISS YOU -- ROLLING STONES -- Rolling Stones
GREASE -- FRANKIE VALL -- RSO
BARRE STREET -- GERRY RAFE -- United Artists
BARRE STREET -- GERRY RAFE -- WANLOW -- Artists
BARRE STREET -- GERRY RAFE -- BRIDGE -- United Artists
BARRE STREET -- GERRY RAFE -- RSO
BARRE STREET -- GERRY RAFE -- UNITED ARTISTS
BARRE STREET -- GERRY RAFE -- WANLOW -- ARTISTS
BARRE STREET -- GERRY RAFE -- BROD
SHORT FEODE -- RANDON WEWARN -- WARRE -- BROS
LAY DOWN SALLY --- ERC CI AFTON -- BRO
SOMETIMES WHEN WE TOUCH -- DAN HILL -- 2001 Century
WILL NEED BLOWN -- AND STREET -- BROD
WILL -- STREET --



Jet Records salutes ELO on their greatest year ever.



## R.S.O. Cash Box 1978 Year End Poll.

## POP LP AWARDS

TOP GROUPS: #1 BEE GEES

ALBUM OF THE YEAR: #1 SATURDAY NIGHT FEVER

INTERNATIONAL ARTISTS: #1 BEE GEES

TOP SOUNDTRACKS: #1 SATURDAY NIGHT FEVER

#2 GREASE #3 SGT. PEPPER

TOP DEBUT SOUNDTRACKS: #1 SGT. PEPPER

POP SINGLES AWARDS

TOP GROUPS: #1 BEE GEES

TOP MALE VOCALISTS: #1 ANDY GIBB

TOP NEW GROUPS: #2 PLAYER

TOP DUOS: #1 JOHN TRAVOLTA/OLIVIA NEWTON-JOHN

TOP NEW DUOS: #1 JOHN TRAVOLTA / OLIVIA NEWTON-JOHN

INTERNATIONAL ARTISTS

**GROUPS:** #1 BEE GEES

**ALBUMS:** #1 BEE GEES

**SINGLES:** #1 BEE GEES

**SOUNDTRACK: #1** SATURDAY NIGHT FEVER

DUOS: #1 JOHN TRAVOLTA / OLIVIA NEWTON-JOHN

**R&B SINGLES AWARDS** 

**BLACK CONTEMPORARY POP** 

TO R&B CROSSOVER: #1 SATURDAY NIGHT FEVER 39 WEEKS

TOP ADULT CONTEMPORARY

**GROUPS:** #1 BEE GEES

MALE VOCALISTS: #1 ANDY GIBB

TOP DEBUTS

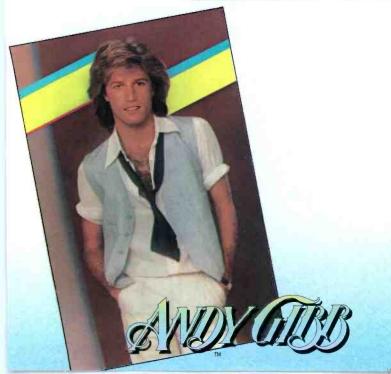
POP SINGLES: #1 BEE GEES "TOO MUCH HEAVEN"

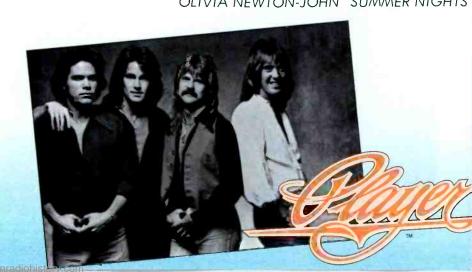
VOCAL DUOS: #1 JOHN TRAVOLTA/

OLIVIA NEWTON-JOHN "SUMMER NIGHTS"

NEW VOCAL DUOS: #1 JOHN TRAVOLTA /

OLIVIA NEWTON-JOHN "SUMMER NIGHTS"





## R.S.O. Cash Box 1978 Year End Poll.





FOP LP AWARDS

TOP GROUPS: #1 BEE GEES

ALBUM OF THE YEAR: #1 SATURDAY NIGHT FEVER

**INTERNATIONAL ARTISTS: #1 BEE GEES** 

TOP DEBUT SOUNDTRACKS: #1 SGT. PEPPER

TOP SOUNDTRACKS: #1 SATURDAY NIGHT FEVER

#2 GREASE #3 SGT. PEPPER

POP SINGLES AWARDS

TOP GROUPS: #1 BEE GEES

TOP SINGLES OF THE YEAR: #1 NIGHT FEVER

#2 STAYIN' ALIVE

MOST WEEKS ON CHARTS: #1 STAYIN' ALIVE

**INTERNATIONAL ARTISTS: #1 BEE GEES** 

INTERNATIONAL ARTISTS

**GROUPS:** #1 BEE GEES

ALBUMS: #1 BEE GEES

SINGLES: #1 BEE GEES

**SOUNDTRACK: #1** SATURDAY NIGHT FEVER

R&B SINGLES AWARDS

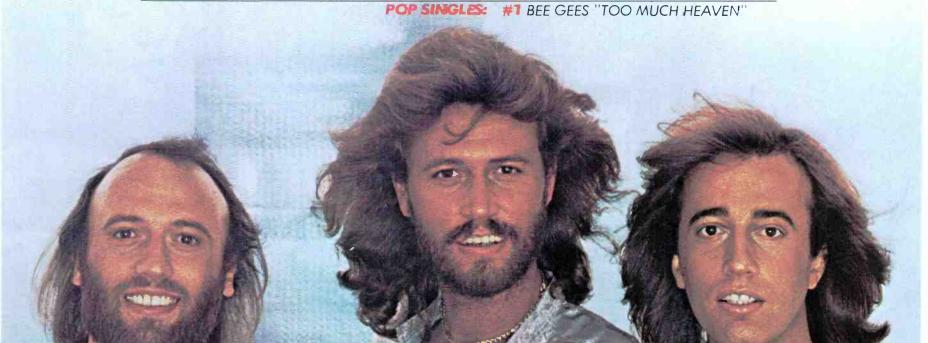
**BLACK CONTEMPORARY POP** 

TO R&B CROSSOVER: #1 SATURDAY NIGHT FEVER 39 WEEKS

TOP ADULT CONTEMPORARY

GROUPS: #1 BEE GEES

TOP DEBUTS



## 70p 100 LPs

```
1 SATURDAY NIGHT FEVER — BEE CEES & VARIOUS ARTISTS — RSO
2 THE STRANGER — BILLY JOSE — Commbine
3 GREASE — VARIOUS ARTISTS — RSO
4 SOME GRILS — THE ROLLING STONES — Boiling Stones
5 SOME GRILS — THE ROLLING STONES — Boiling Stones
6 SOME GRILS — THE ROLLING STONES — Asylum
7 POINT OF NO RETURN — KANSAS — KIRSHOW
8 RINNING ON EMPTY — ACKSON BROWNE — Asylum
9 POINT OF NO RETURN — KANSAS — KIRSHOW
10 NATURAL HIGH — THE COMMODORES — Motion
11 STRANGER IN TOWN — BOD SEGER AT HE SILVER BULLET BAND — Capitol
12 STRANGER IN TOWN — BOD SEGER AT HE SILVER BULLET BAND — Capitol
13 STRANGER IN TOWN — BOD SEGER AT HE SILVER BULLET BAND — Capitol
14 STRANGER IN TOWN — BOD SEGER AT HE SILVER BULLET BAND — Capitol
15 STRANGER IN TOWN — BOD SEGER AT HE SILVER BULLET BAND — Capitol
16 POINT — LOOK BACK — BOSTON — FIG.
17 ALL PART — MAINT — ASYLOW
18 STRANGER — BOSTON — FIG.
18 EVEN NOW — BARRY WARD EVEN — Columbia
19 THE GRAND ILLUSION — STYV — ASM
19 SIMPLE DEFAMS — LINDA FORE — COLUMBIA
19 SIMPLE DEFAMS — LINDA FORE — COLUMBIA
19 SIMPLE DEFAMS — LINDA FORE — SO
20 SIMPLE DEFAMS — LINDA FORE — SO
21 SEATH — LEFFERSON STRASHIP — GRIND — SO
22 SEATH — LEFFERSON STRASHIP — GRIND — SO
23 SADOW DANGING — AND GUIDE — RSO
24 WORLDS AWAY — PABLO CRUISE — RSO
25 WORLDS AWAY — PABLO CRUISE — SO
26 WORLDS AWAY — PABLO CRUISE — SO
26 WORLDS AWAY — PABLO CRUISE — SO
27 WEEKEND IN LA — GEORGE BERSON — WARDE BOOK
28 WORLDS AWAY — PABLO CRUISE — SO
29 LIVE AND MORE — DONNA SUMMER — CABABIANG
20 UT OF THE BLUE — ELECTRIC LIGHT ORCHESTRA — Jet
29 BUT SERIOUSLY, FOLKS — SO WARDE — SO AND SO SELECTRIC LIGHT ORCHESTRA — Jet
29 BUT SERIOUSLY, FOLKS — SO WARDE — SO AND SO SELECTRIC LIGHT ORCHESTRA — Jet
20 LIVE AND MORE — DONNA SUMMER — CABABIANG
20 UT OF THE BLUE — ELECTRIC LIGHT ORCHESTRA — Jet
21 LIVE AND MORE — DONNA SUMMER — CABABIANG
20 UT OF THE BLUE — ELECTRIC LIGHT ORCHESTRA — JET
27 BUT SERIOUSLY, FOLKS — SO WARDE — SO AND SO SERIOUSLY — SO SECONE — SO SECO
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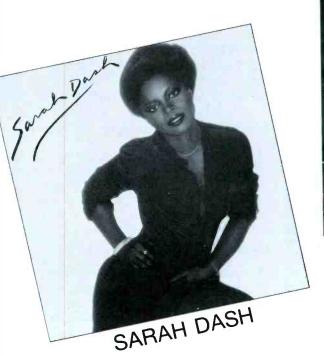


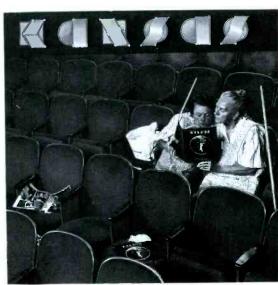




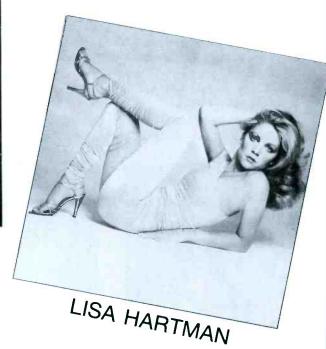
- Casablança

# Firshner Records Delivers









## Kirshner/CBS Music Publishing Crop of Winners in '78

- · Dust in the Wind
- Point of Know Return
- · Sinner Man
- · You Never Done It Like That

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# Country Singles New Male Vocalists 1 John Conlee Poll Winners

## Duos

- 1 Waylon Jennings/Willie Nelson
- 2 Conway Twitty/Loretta Lynn
- 3 Royce And Jeannie Kendall
- 4 Jim Ed Brown/Helen Cornelius
- 5 Bill Anderson/Mary Lou Turner

## Duos — Highest Debuts 1 Waylon Jennings And Willie

- 1 Waylon Jennings And Willie Nelson Mama's Don't Let Your Babies Grow Up To Be Cowboys RCA
- 2 Conway Twitty And Loretta Lynn From Seven Til Ten MCA
- 3 Kendalls Sweet Desire Ovation
- 4 Jim Ed Brown And Helen Cornelius You Don't Bring Me Flowers RCA
- 5 Kendalls It Don't Feel Like Sinning To Me Ovation

## Duos - Longest Charted

- 1 1 Kendalls It Don't Feel Like Sinning To Me Ovation
- 2 Waylon Jennings And Willie Nelson Mama's Don't Let Your Babies Grow Up To Be Cowboys — RCA
- 3 Jim Ed Brown And Helen Cornelius If The World Ran Out Of Love Tonight — RCA
- 4 Kendalls Pittsburgh Steelers Ovations
- 5 Kendalls Sweet Desire Ovation
- 6 Conway Twitty And Loretta Lynn From Seven Til Ten MCA
- 7 Jim Ed Brown And Helen Cornelius I'll Never Be Free RCA



### **New Duos**

- 1 Johnny Cash/Waylon Jennings
- 2 Kenny Rogers/Dottie West
- 3 Jacky Ward/Reba McEntire
- 4 Billy Walker/Brenda K. Perry
- Linda Cassidy/Bobby Spears

## New Duos — Highest Debuts

- 1 Waylon Jennings And Johnny Cash Ain't No Good Chain Gang Columbia
- 2 Kenny Rogers And Dottie West Anyone Who Isn't Me Tonight — United Artists
- 3 Merle Haggard And Leona Williams The Bull And The Beaver MCA
- 4 George Jones And Johnny Paycheck Maybelline Epic
- 5 Jacky Ward And Reba McEntire Three Sheets In The Wind Mercury

## New Duos — Longest Charted

- 1 Kenny Rogers And Dottie West Every Time Two Fools Collide United Artists
- 2 Carpenters Sweet Sweet Smile A&M
- 3 Jack Ward And Reba McEntire Three Sheets In The Wind Mercury
- 4 Kenny Rogers And Dottie West Anyone Who Isn't Me Tonight — United Artists
- 5 Waylon Jennings And Johnny Cash Ain't No Good Chain Gang Columbia

### ٠,

## Instrumentalists

- 1 Maury Finney
- 2 Danny Davis/Nashville Brass
- 3 Asleep At The Wheel
- 4 A.L. "Doodle" Owens
- 5 Tommy Wills

## New Male Vocalists — Highest Debuts

1 John Conlee — Lady Lay Down — ABC

Joe Sun Con Hunley

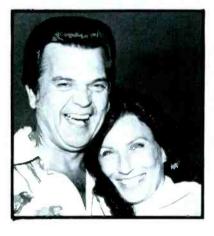
Randy Barlow

5 Ronnie McDowell

- 2 Mundo Earwood Fooled Around And Fell In Love GMC
- 3 Joe Sun High And Dry Ovation
- 4 Big Al Downing Mr. Jones Warner Bros.
- 5 Sterling Whipple Then You'll Remember Warner Bros.

## New Male Vocalists — Longest Charted

- 1 John Conlee Rose Colored Glasses ABC
- 2 Joe Sun Old Flames Can't Hold A Candle To You Ovation
- 3 Razzy Bailey What Time Do You Have To Be Back To Heaven RCA
- 4 Mundo Earwood When I Get You Alone GMC
- 5 Don Drumm Bedroom Eyes Churchill



## Vocal Groups

- 1 Oak Ridge Boys
- 2 The Statler Bros.
- 3 Dave & Sugar
- 4 Amazing Rhythm Aces
- 5 Earl Scruggs Revue



## Vocal Groups — Highest Debuts

- 1 Oak Ridge Boys Crying Again ABC
- 2 Dave & Sugar Tear Time RCA
- 3 Oak Ridge Boys Come On In ABC
- 4 Statler Bros. The Official Historian On Shirley Jean Berrell Mercury
- 5 Statler Bros. Who Am I To Say Mercury

### Vocal Groups — Longest Charted

- 1 Statler Bros. Do You Know You Are My Sunshine Mercury
- 2 Oak Ridge Boys I'll Be True To You ABC
- 3 Oak Ridge Boys You're The One ABC
- 4 Dr. Hook Sharing The Night Together Capitol
- 5 Dave & Sugar Tear Time RCA
- 6 Statler Bros. Who Am I To Say
- 7 Oak Ridge Boys Crying Again ABC

# You're looking at the sound of 1978.



## ASCAP We've Always Had the Greats

These are some of the ASCAP members who made the Top 50 in Cash Box's year-end charts.

## Country Singles Poll Winners

## Female Vocalists

- 1 Crystal Gayle
- 2 Dolly Parton
- 3 Emmylou Harris
- 4 Margo Smith
- 5 Anne Murray
- 6 Susie Allanson
- 7 Christy Lane
- 8 Barbara Mandrell
- 9 Tammy Wynette
- 10 Linda Ronstadt

## Female Vocalists — Highest Debuts

- 1 Dolly Parton Heartbreaker RCA
- 2 Crystal Gayle Talking In Your Sleep United Artists
- 3 Susie Allanson We Belong Together Warner/Curb
- 4 Crystal Gayle Why Have You Left The One You Left Me For United Artists
- 5 Barbara Mandrell Sleeping Single In A Double Bed ARC
- 6 Margo Smith Little Things Mean A Lot Warner Bros.
- 7 Loretta Lynn Spring Fever MCA
- 8 Margo Smith It Only Hurts For A Little While Warner Bros
- 9 Dolly Parton It's All Wrong But It's All Right RCA
- 10 Barbara Mandrell Tonight ABC

## Female Vocalists — Longest Charted

- 1 Anne Murray You Needed Me Capitol
- 2 Charly McClain Let Me Be Your Baby Epic
- 3 Donna Fargo Do I Love You (Yes in Every Way) Warner Bros.
- 4 Stella Parton Standard Lie Number One Elektra
- 5 Barbara Mandrell Woman To Woman ABC
- 6 Tammy Wynette Womanhood Epic
- 7 Dottie West Come See Me And Come Lonely United Artists
- 8 Cristy Lane I'm Gonna Love You Anyway LS
- 9 Emmylou Harris To Daddy Warner Bros.
- 10 Susie Allanson Baby Last Night Made My Day Warner/Curb

## New Female Vocalists

- 1 Zella Lehr
- 2 Bonnie Tyler
- 3 Susle Allanson
- 4 Ava Barber
- 5 Rebecca Lynn

## New Female Vocalists — Highest Debuts

- 1 Mary K. Miller I Can't Stop Loving You Inergi
- 2 Gail Davies Poison Love Lifesong
- 3 Jenny Robbins You've Just Found Yourself A New Woman El Dorado
- 4 Bonnie Tyler It's A Heartache RCA
- 5 Janie Fricke Playing Hard To Get Columbia
- 6 Zella Lehr Danger! Heart-Break Ahead RCA
- 7 Debby Boone Baby I'm Yours Warner/Curb
- 8 Rebecca Lynn Minstral Man Scorpion
- 9 Terri Hollowell Strawberry Fields Forever Con Brio
- 10 Gail Davies No Love Have I Lifesong

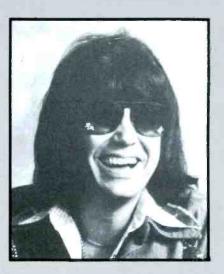
## New Female Vocalists — Longest Charted

- 1 Zella Lehr Two Doors Down RCA
- 2 Bonnie Tyler It's A Heartache RCA
- 3 Ava Barber Bucket To The South Ranwood
- 4 Gail Davies No Love Have I Lifesong
- 5 Zella Lehr Danger! Heart-Break Ahead RCA



### Male Vocalists

- 1 Waylon Jennings/Willie Nelson
- 2 Ronnie Milsap
- 3 Kenny Rogers
- 4 Charlie Rich
- 5 Charlie Pride
- 6 Don Williams
- 7 Larry Gatlin
- 8 Eddie Rabbitt
- 9 Joe Stampley
- 10 Mel Tillis





### Male Vocalists — Highest Debuts

- 1 Ronnie Milsap Only One Love In My Life RCA
- 2 Ronnie Milsap Let's Take The Long Way Around The World RCA
- 3 Mel Tillis Ain't No California MCA
- 4 Don Williams Rake And Ramblin' Man ABC
- 5 T.G. Sheppard Daylight Warner/Curb
- 6 Kenny Rogers The Gambler United Artists
- 7 Eddie Rabbitt I Just Want To Love You Elektra
- 8 Waylon Jennings I've Always Been Crazy RCA
- 9 Kenny Rogers Love Or Something Like It United Artists
- 10 Johnny Paycheck Friend, Lover, Wife Epic
- 11 Wille Nelson Blue Skies Columbia
- 12 Mel Tillis -- I Believe In You -- MCA

## Male Vocalists — Longest Charted

- 1 Roy Head Come To Me ABC
- 2 Ronnie Milsap What A Differance You've Made In My Life — RCA
- 3 Willie Nelson Georgia Columbia
- 4 Ronnie McDowell I Love You, I Love You Scorpion
- 5 Jerry Lee Lewis Middle-Aged Crazy Mercury
- 6 Johnny Duncan Come A Little Closer Columbia
- 7 Randy Barlow Slow And Easy Republic
- 8 Gene Watson I Don't Need A Thing At All Capitol
- 9 Johnny Paycheck Take This Job And Shove It Epic
- 10 Elvis Presley My Way RCA

## WHAT A WAY TO START '79

TAKE IT LIKE A WOMAN MARY WELCH 20th CENTURY THE MORE I GET THE **BECKY HOBBS MERCURY MORE I WANT MR. JONES BIG AL DOWNING** WARNERS THE GIRL AT THE END JOHN ANDERSON WARNERS OF THE BAR BEAUTIFUL SONG FOR A LEE DRESSER CAPITOL **BEAUTIFUL LADY** FRIEND, LOVER, WIFE JOHNNY PAYCHECK **EPIC** PLEASE DON'T PLAY A **MARTY ROBBINS** COLUMBIA **LOVE SONG** THE FOOL STRIKES CHARLIE RICH **UNITED ARTISTS** AGAIN STILL A WOMAN MARGO SMITH WARNERS **TOO FAR GONE EMMYLOU HARRIS** WARNERS I'VE BEEN WAITING FOR **CON HUNLEY** WARNERS YOU ALL MY LIFE **DREAMIN' ALL I DO** EARL CONELY **WARNERS** DO IT RENEE MASON **PORTRAIT** 

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## Country Album Winners Poll







## Female Vocalists — Longest Charted

- 1 Linda Ronstadt Linda Ronstadt's Greatest Hits Asylum
- 2 Crystal Gayle We Must Believe In Magic United Artists
- 3 Dolly Parton Here You Come Again RCA
- 4 Linda Ronstadt Simple Dreams Asylum
- 5 Anne Murray Let's Keep It That Way Capitol



## Male Vocalists — Highest Debuts

- 1 Waylon Jennings I've Always Been Crazy RCA
- 2 Don Williams Expressions ABC
- 3 Willie Nelson Willie And Family Live Columbia
- 4 Elvis Presley A Legendary Performer: Volume 3 RCA
- 5 Jimmy Buffett Son Of A Son Of A Sailor ABC
- 6 Elvis Presley Elvis Sings For Children And Grownups Too — RCA
- 7 Billy "Crash" Craddock Turning Up And Turning On Capitol
- 8 Conway Twitty The Very Best Of Conway Twitty MCA
- 9 Merle Haggard The Way It Was In '51 Capitol
- 10 Moe Bandy Love Is What Life's All About Columbia

## Female Vocalists

- 1 Dolly Parton
- 2 Crystal Gayle
- 3 Emmylou Harris
- 4 Bonnie Tyler
- 5 Anne Murray
- 6 Linda Ronstadt
- 7 Tammy Wynette
- 8 Margo Smith
- 9 Tanya Tucker
- 10 Loretta Lynn

## Female Vocalists — Highest Debuts

- 1 Tanya Tucker TNT MCA
- 2 Emmylou Harris Quarter Moon In A Ten Cent Town Warner Bros.
- 3 Linda Ronstadt Living In The U.S.A. Asylum
- 4 Emmylou Harris Profile/Best Of Emmylou Warner Bros
- 5 Crystal Gayle I've Cried The Blue Right Out Of My Eyes MCA
- 6 Crystal Gayle When I Dream United Artists
- 7 Loretta Lynn Out Of My Head And Back In My Bed MCA
- 8 Tammy Wynette Womanhood Epic
- 9 Olivia Newton-John Totally Hot MCA
- 10 Donna Fargo Dark-Eyed Lady Warner Bros.
- 11 Dottie West Dottie United Artists
- 12 Susie Allanson We Belong Together Warner/Curb

## New Female Vocalists

- 1 Bonnie Tyler
- 2 Stella Parton
- 3 Mary K. Miller
- 4 Randy Gurley
- 5 Susie Allanson

## New Female Vocalists — Highest Debuts

## **Highest Debuting Albums**

- 1 Bonnie Tyler It's A Heartache RCA
- 2 Mary K. Miller Mary K. Miller Inergi

## Male Vocalists

- 1 Kenny Rogers
- 2 Willie Nelson
- 3 Ronnie Milsap
- 4 Waylon Jennings
- 5 Eddie Rabbitt
- 6 Larry Gatlin
- 7 Jimmy Buffett
- 8 Johnny Paycheck
- 9 Charlie Pride
- 10 Elvis Presley

## Male Vocalists — Longest Charted

- 1 Waylon Jennings Ol' Waylon RCA
- 2 Kenny Rogers Kenny Rogers United Artists
- 3 Larry Gatlin Love Is Just A Game Monument
- 4 Kenny Rogers Daytime Friends United Artists
- 5 Ronnie Milsap It Was Almost Like A Song RCA

## C4SHBOX



AND SO ARE THESE CASHBOX 1978 AWARD WINNING BMI WRITERS:

Bee Gees George Benson **Brothers Johnson** Peter Brown Jimmy Buffett Johnny Cash Chic Natalie Cole John Conlee Larry Corvell Crusaders Dave and Sugar Earth Wind & Fire Exile Jeff Lorber Fusion **Andy Gibb** EmmyLou Harris Rov Head Waylon Jennings K. C. and the Sunshine Band Steve Khan Loretta Lynn Chuck Mangione Anne Murray (PRO Canada) Willie Helson Oak Ridge Boys **Dolly Parton Billy Preston** Gerry Rafferty (PRS) **Linda Ronstadt** Statler Brothers Donna Summer Taste of Honey Marshall Tucker Band Tanya Tucker **Conway Twitty Weather Report** Dottie West Deniece Williams

Steve Young

OF CASHBOX
CHART POSITIONS DURING 1978
WERE BMI LICENSED

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## Country Album Winners Poll

## New Male Vocalists

- John Conlee
- **Jacky Ward**
- Joe Sun
- Ronnie McDowell
- 5 Darrell McCall

## New Male Vocalists — Highest Debuts

- 1 Steve Young No Place To Fall RCA
- Joe Sun Old Flames Can't Hold A Candle To You Ovation
- John Conlee Rose Colored Glasses ABC

## Vocal Groups

- The Statler Bros.
- 2 Oak Ridge Boys
- 3 Dave & Sugar
- Asleep At The Wheel
- Amazing Rhythm Aces



## Duos

- Waylon Jennings/Willie Nelson
- Royce And Jeannie Kendall
- Jim Ed Brown/Helen Cornelius
- Conway Twitty/Loretta Lynn
- George Jones/Tammy Wynette

## Duos — Highest Debuts

- Conway Twitty And Loretta Lynn Honky Tonk Heroes MCA
- Jim Ed Brown And Helen Cornelius I'll Never Be Free —
- 3 Kendalls Heaven's Just A Sin Away Ovation

### Duos — Longest Charted

- Waylon Jennings And Willie Nelson Waylon And Willie - RCA
- Kendalls Old Fashioned Love Ovation
- Kendalls Heavens Just A Sin Away Ovation
- Conway Twitty And Loretta Lynn Honky Tonk Heroes MCA

### **New Duos**

- Kenny Rogers/Dottie West
- Chet Atkins/Les Paul

## New Duos — Highest Debuts

## Highest Debuting Album

1 Kenny Rogers And Dottie West — Every Time Two Fools Collide — United Artist



## Motion Picture Soundtrack Album

1 Smokey And The Bandit — Jerry Reed

## Instrumentalists

- 1 Danny Davis/Nashville Brass
- Chet Atkins/Les Paul
- Charlie McCoy
- 4 Floyd Cramer
- 5 Roy Clark

## Vocal Groups — Highest Debuts 1 Dave & Sugar — Tear Time — RCA

- Oak Ridge Boys Room Service ABC
- Marshall Tucker Band Marshall Tucker Band's Greatest Hits — Capricorn
- Oak Ridge Boys The Best Of The Oak Ridge Boys -Columbia
- 5 Amazing Rhythm Ages Burning The Ballroom Down —

## Vocal Groups — Longest Charted

- Oak Ridge Boys Y'all Come Back Saloon ABC
- Statler Bros. The Best Of The Statler Bros. Mercury
- Dave & Sugar That's The Way Love Should Be RCA
- Statler Bros. Entertainers . . . On And Off The Record -Mercury
- Oak Ridge Boys Room Service ABC





## New Duos — Longest Charted

Kenny Rogers And Dottie West — Every Time Two Fools Collide — United Artists

## To: Colonel Tom Parker

Merry Christmas and Happy New Year.

We love you this year and every year.

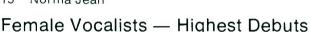
L'Chaim

Jerry Wientraub and Tom Hulett

## Black Singles Winners

## Female Vocalists

- **Donna Summer**
- **Natalie Cole**
- Evelyn "Champagne" King 3
- Linda Clifford 4
- 5 Chaka Khan
- Betty Wright 6
- 7 Deniece Williams
- 8 Cheryl Lynn
- 9 Aretha Franklin
- 10 Barbara Mason
- 11 Dorothy Moore
- Millie Jackson 12
- 13 Denise LaSalle
- Candi Staton
- 15 Norma Jean



- Chaka Khan I'm Every Woman Warner Bros.
- 2 Linda Clifford — Runaway Love — Warner Bros.
- D. Summer Last Dance Casablanca 3
- Natalie Cole Lucy In The Sky With Diamonds Capitol Aretha Franklin — Almighty Fire — Atlantic
- Diana Ross Your Love Is Good For Me Motown 6
- Roberta Flack If Ever I See You Again Atlantic 7
- Natalie Cole Annie Mae Capitol
- 9 Aretha Franklin — More Than Just A Joy — Atlantic
- Norma Jean Saturday Bearsville

## Female Vocalists — Longest Charted

- Candi Staton Victim Warner Bros.
- Millie Jackson If You're Not Back In Love By Monday **Spring**
- 3 Kellee Patterson — If It Don't Fit, Don't Force It — Shadybrook
- ${\sf Samantha\ Sang-Emotion-Private\ Stock}$
- Donna Summer Last Dance Casablanca
- Karen Young Hot Shot West End
- 7 Dorothy Moore — With Pen In Hand — TK/Malaco
- 8 Evelyn "Champagne" King — Shame — RCA
- Norma Jean Saturday Bearsville 9
- Bobbi Humphrey Homemade Jam Epic

## New Female Vocalists

- 1 Evelyn "Champagne" King
- Linda Clifford
- 3 Cheryl Lynn
- Norma Jean
- 5 Karen Young

## New Female Vocalists — Longest Charted

- Samantha Sang Emotion Private Stock
- Karen Young Hot Shot West End 2
- Evelyn "Champagne" King Shame RCA
- Norma Jean Saturday Bearsville

## New Female Vocalists — Highest Debuts

- Linda Clifford Runaway Love Warner Bros.
- 2 Norma Jean — Saturday — Bearsville
- Evelyn "Champagne" King I Don't Know If It's Right —
- Cheryl Lynn Got To Be Real Columbia
- Bonnie Pointer Free Me From My Freedom/Tie Me To A Tree — Motown



### Male Vocalists

- **Rick James**
- George Duke
- **Barry White**
- **Teddy Pendergrass**
- Sylvester
- Peter Brown
- Michael Henderson
- 8 George Benson
- 9 Peabo Bryson
- 10 Jimmy "Bo" Horne
- Bill Withers 11
- Andy Gibb
- David Oliver 13
- Bunny Sigler 14
- Al Green
- 16 Smokey Robinson.
- Prince 17
- 18 Hamilton Bohannon
- Gino Vannelli
- Luther Ingram
- Tyrone Davis 21
- Eddie Kendricks
- Keith Barrow
- 24 D.J. Rogers
- 25 Bobby Bland
- Lenny Williams
- Lou Rawls 27
- 28 Donny Hathaway 29 Randy Brown
- Jerry Butler



## Male Vocalists — Longest Charted

- Barry White It's Ecstasy When You Lay Down Next To Me - 20th
- Peter Brown Dance With Me TK
- Teddy Pendergrass Close The Door Phila. Int'l.
- Bunny Sigler Let Me Party With You Salsoul
- Smokey Robinson Daylight And Darkness Tamla/Motown
- Lou Rawls Lady Love Phila. Int'l.
- David Oliver Ms Mercury
- George Duke Reach For It Epic
- Vernon Garrett I'm At The Crossroads
- George Benson On Broadway Warner Bros.

### Male Vocalists — Highest Debuts

- Billy Preston Widestreet A&M
- Teddy Pendergrass Only You Phil. Int'l.
- Peabo Bryson I'm So Into You Capitol
- Jerry Butler I'm Just Thinking About Cooling Out Epic
- Lenny Williams Midnight Girl ABC
- Barry White Your Sweetness Is My Weakness 20th Century
- Eddie Kendricks Intimate Friends Arista
- Teddy Pendergrass Close The Door Phila. Int'l.
- Isaac Hayes Zeke The Freak Polydor 9
- Van McCoy My Favorite Fantasy MCA
- Quincy Jones Love, I Never Had It So Good A&M Tyrone Davis — Get On Up (Disco) — Columbia

11

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#2 - NEW FEMALE VOCALISTS BLACK CONTEMPORARY SINGLES

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AVAILABLE ON CURTOM RECORDS

## Black Singles Winners

## New Male Vocalists — Longest Charted

- **Rick James**
- **Peter Brown** 2
- Jimmy "Bo" Horne
- **David Oliver**
- Keith Barrow
- Randy Brown 6
- Morris Jefferson





## New Male Vocalists — Longest Charted

- Peter Brown Dance With Me TK
- Jimmy "Bo" Horne Dance Across The Floor Sunshine/TK
- Lenny Williams You Got Me Running ABC

## New Male Vocalists — Highest Debuts

- Keith Barrow You Know You Wanna Be Loved Columbia
- Rick James Mary Jane Motown
- Dan Hartman Instant Replay Epic
- Jimmy "Bo" Horne Dance Across The Floor TK/Marlin
- Bobby Caldwell What You Won't Do For Love TK/Clouds

## Groups — Highest Debuts

- Earth, Wind & Fire September Columbia
- Parliament Flash Light Casablanca
- Earth, Wind & Fire Got To Get You Into My Life Columbia
- Manhattans Am I Losing You Columbia
- Emotions Smile Columbia
- Rose Royce I'm In Love & I Love The Feeling Whitfield
- K.C. & Sunshine Band It's The Same Old Song TK
- ConFunkShun Shake And Dance With Me Mercury
- Heatwave Always & Forever Epic
- 10 Parliament Funkentelechy Vs. The Placebo Syndrome Casablanca
- Isley Brothers Groove With You T-Neck
- 12 Bootsy's Rubber Band Hollywood Squares Warner

## Groups — Longest Charted

- A Taste Of Honey Boogie Oogie Oogie Capitol
- BT Express Shout It Out Columbia/Roadshow
- The McCrarys You Portrait
- Enchantment It's You That I Need United Artists
- High Inergy You Can't Turn Me Off Motown
- Raydio Jack And Jill Arista
- Stargard (Theme Song From) Which Way Is Up MCA
- Johnny Mathis/Deniece Williams Too Much, Too Little, Too Late — Columbia
- 9 L.T.D. Holding On (When Love Is Gone) A&M
- 10 Earth, Wind & Fire Serpentine Fire Columbia

## Groups

- Earth, Wind & Fire
- Con Funk Shun 2
- Heatwave
- Rose Royce
- Parliament
- Commodores
- Chic
- L.T.D.
- q Stargard
- 10 O'Jays 11 Foxy
- Bootsy's Rubber Band
- Enchantment 13
- A Taste Of Honey 14
- Funkadelic 15 Isley Brothers
- 17 Raydio
- Bee Gees 18
- 19 Switch 20
- War
- **Emotions** 21
- Whispers
- **McCrarys**
- Odyssey
- 25 Fatback Band
- 26 B.T. Express
- 27 Player
- Manhattans
- 29 Le Pamplemousse
- Jacksons



## TRIBUTE TO A FATHER

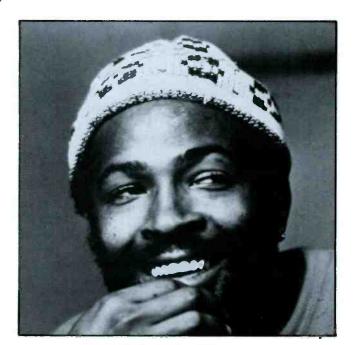
## \* "Pops, We Love You" \*

## A Very Special Single

## Sung by:



Diana Ross



Marvin Gaye



Smokey Robinson



Stevie Wonder

From Motown Records



## Black Singles Winners

## **New Groups**

- 1 Chic
- 2 Stargard
- Foxy
- A Taste Of Honey 4
- 5 Raydio
- Switch 6
- McCrarys
- 8 Le Pamplemousse
- Michael Zager Band 9
- Faze-O 10
- Chanson
- 12 El Coco
- 13 Brides Of Funkenstein
- 14 Quazar
- 15 Atlantic Starr

## New Groups — Highest Debuts

- Raydio Is This A Love Thing Arista
- Chanson Don't Hold Back Ariola
- 3 El Coco — Dancing In Paradise — AVI
- ADC Band Long Stroke Atlantic 4
- Faze-O Riding High Atlantic 5
- McCrarys Don't Wear Yourself Out Epic
- High Inergy Love Is All You Need Motown
- Taste Of Honey Boogie Oogie Oogie Capitol
- Belle Epoque Miss Broadway Atco
- Switch There'll Never Be Motown

## New Groups — Longest Charted

- A Taste Of Honey Boogie Oogie Oogie Capitol
- Raydio Jack And Jill Arista
- Stargard (Theme Song From) Which Way Is Up MCA
- Brick Ain't Gonna Hurt Nobody Bang
- Fantastic Four Got To Have Your Love Atlantic

### Duos

- 1 Ashford & Simpson
- Johnny Mathis/Deniece Williams
- Roberta Flack/Donny Hathaway
- Diana Ross/Michael Jackson
- Bunny Sigler/Loleatta Holloway

## Duos — Highest Debuts

- J. Mathis/D. Williams Too Much, Too Little, Too Late Columbia
- J. Mathis/D. Williams You're All I Need To Get By —
- Ashford/Simpson Don't Cost You Nothing Warner
- D. Ross/M. Jackson Ease On Down The Road MCA
- Ashford/Simpson It Seems To Hang On Warner Bros.
- R. Flack/D. Hathaway The Closer I Get To You Atlantic
- Ashford/Simpson Is It Still Good To Ya Warner Bros.
- Peaches & Herb Shake Your Groove Thing Polydor
- L. Holloway/B. Sigler Only You Salsoul
- M. McCoo/B. Davis, Jr. Shine On Silver Moon -Columbia



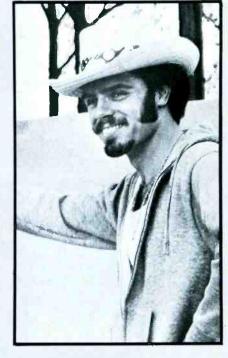
## Disco To Black Crossover — Highest Debuts 1 Peter Brown — Dance With Me — TK

- Chanson Don't Hold Back Ariola
- ADC Band Long Stroke Atlantic
- Candi Station Victim Warner Bros.
- Peter Brown You Should Do It TK
- Melba Moore You Stepped Into My Life Columbia
- Village People Y.M.C.A. Casablanca
- D. Hartman Instant Replay Epic
- Voyage From East To West TK
- Linda Clifford If My Friends Could See Me Now Warner Bros.

## Disco — Longest Charted

- 1 A Taste Of Honey Boogie Oogie Oogie Capitol
- Peter Brown Dance With Me TK
- Bunny Sigler Let Me Party With You Salsoul
- Jimmy "Bo" Horne Dance Across The Floor -Sunshine/TK
- Karen Young Hot Shot West End





## Pop To Black Crossover — Highest Debuts

- Rolling Stones Miss You Rolling Stone
- Andy Gibb Shadow Dancing RSO
- Bee Gees Too Much Heaven RSO
- Frankie Valli Grease RSO
- Gino Vannelli I Just Wanna Stop A&M

## Instrumentalists — Highest Debuts

- Quincy Jones Stuff Like That A&M
- Salsoul Orchestra Westside Encounter Salsoul
- Memphis Horns Our Love Will Survive RCA
- Vince Montana Dance Fantasy Atlantic

### Instrumentalists

- 1 Quincy Jones
- 2 Salsoul Orchestra
- 3 Memphis Horn
- 4 Vince Montana

AND HER NEW SINGLE "What You Gave Me" M-1456F ON MOTOWN RECORDS & TAPES





## Top Female Vocalists

- **Natalie Cole**
- **Donna Summer** 2
- **Roberta Flack** 3
- Linda Clifford
- 5 Evelyn "Champagne" King
- 6 Betty Wright
- 7 Millie Jackson
- Aretha Franklin
- Chaka Khan 9
- 10 Deniece Williams

## Females — Higest Debuts

- Aretha Franklin Almighty Fire Atlantic
- Chaka Khan Chaka Warner Bros.
- Millie Jackson Get It Ou'cha System Spring
- Roberta Flack Blue Lights In The Basement Atlantic
- Natalie Cole Natalie . . . Live Capitol
- Donna Summer Live And More Casablanca 6
- Roberta Flack Roberta Flack Atlantic
- Patti LaBelle Tasty Epic
- Diana Ross Ross Motown
- 10 Cheryl Lynn Cheryl Lynn Columbia

## Female — Longest Charted

- Natalie Cole Thankful Capitol
- Donna Summer Once Upon A Dream Casablanca
- Donna Summer I Remember Yesterday Casablanca 3
- Betty Wright Live Alston
- Evelyn Champagne King Smooth Talk RCA

## New Female Vocalists

- 1 Linda Clifford
- 2 Evelyn "Champagne" King
- 3 Cheryl Lynn
- 4 Jean Carn
- 5 Norma Jean

## New Female Vocalists — Highest Debuts 1 Cheryl Lynn — Cheryl Lynn — Columbia

- Linda Clifford If My Friends Could See Me Now Curtom/WB

### Top Male Vocalists

- **Teddy Pendergrass**
- George Benson
- **Rick James** 3
- 4 Michael Henderson
- George Duke
- Johnny Mathis
- 7 Sylvester
- Bill Withers 8
- 9 **Barry White**
- 10 Lou Rawls

## Male Vocalists — Highest Debuts

- George Duke Don't Let Go Epic
- Rick James Come Get It Motown
- George Benson Weekend In L.A. Warner Bros.
- ${\bf Michael\, Henderson-In\, The\, Night\, Time-Buddah/Arista}$
- Barry White The Man 20th Century 5
- Lou Rawls Live Phila. Int'l. 6
- Roy Ayers Let's Do It Polydor
- Lonnie Liston Smith Loveland RCA 8
- Isaac Hayes For The Sake Of Love Polydor 9
- Roy Ayers You Send Me Polydor

## Male Vocalists — Longest Charted

- Barry White Sings For Someone You Love 20th
- Peabo Bryson Reaching For The Sky Capitol 2
- Rick James Come Get It Motown
- Teddy Pendergrass Life Is A Song Worth Singing Phila. Intn'l./Epic
- 5 B.B. King ABC

# Black Albums Winners

## New Male Vocalists

- 1 Rick James
- 2 Peter Brown
- **David Oliver** 3
- Jimmy "Bo" Horne

## New Male Vocalists — Highest Debuts

- Rick James Come Get It! Motown
- 2 Bobby Caldwell Bobby Caldwell Clouds/TK



## Top Groups

- Commodores
- Earth, Wind & Fire
- **Parliament**
- L.T.D
- O'Jays
- Rose Royce
- Con Funk Shun
- Isley Brothers
- Rufus
- 10 Heatwave





## Groups — Longest Charted

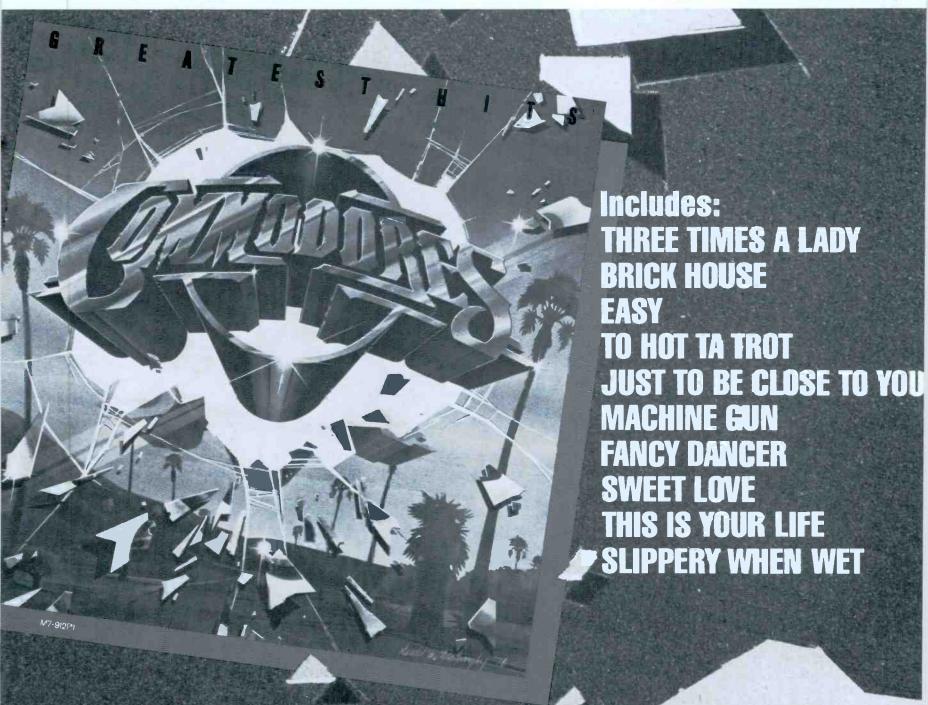
- Commodores Motown
- Ashford & Simpson Send It Warner Bros. Earth, Wind & Fire All 'N All Columbia
- Rose Royce In Full Bloom Warner Bros.
- Parliament Funkentelechy Vs. The Placebo Syndrome - Casablanca
- L.T.D. Something To Love A&M
- The Emotions Rejoice Columbia
  The Whispers Headlights Solar/RCA
- The Commodores Natural High Motown
- Con Funk Shun Love Shine Mercury 10

## Groups — Highest Debuts

- The Commodores Natural High Motown Earth, Wind & Fire Greatest Hits ARC/Columbia
- Parilament Funkentelechy Vs. The Placebo Syndrome - Casablanca
- Quincy Jones Sounds . . . And Stuff Like That —A&M
- Heatwave Central Heating Epic
- Stargard Stargard MCA
- Parliament Motor Booty Affair Casablanca
- O'Jays So Full Of Love Phila. Intl.
- LTD Togetherness A&M
- 10 Brothers Johnson Blam A&M

  Cash Box/December 30, 1978

## G



## **GREATEST ALBUMS!**

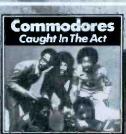














M7-902R1



On Motown Records & Tapes
© 1978 Motown Record Corporat on

## New Groups

- 1 A Taste Of Honey
- 2 Foxy
- 3 Switch
- Ravdio 4
- 5 Chic
- Village People 6
- 7 Stargard
- 8 Faze-O
- 9 Atlantic Starr
- 10 Brides Of Funkenstein

## New Groups — Highest Debuts

- 1 Stargard Stargard MCA
- 2 Chic C'est Chic Atlantic
- Faze-O Good Thang She/Atlantic
- Brides Of Funkenstein Funk Or Walk Atlantic
- Switch Switch Gordy/Motown
- Stargard What You Waitin' For MCA
- Raydio Raydio Arista
- Atlantic Starr Atlantic Starr A&M
- Foxy Get Off TK/Dash 9
- 10 Michael Zager Band Let's All Chant Private Stock

## New Groups — Longest Charted

- Village People Macho Man Casablanca
- Brick Bang
- Chic Chic Atlantic
- 4 Sun Sunburn Capitol
- 5 A Taste Of Honey Capitol

## Disco To Black Crossover — Highest Debuts

1 Chic — C'est Chic — Atlantic

Black Albums Winners

- 2 Donna Summer Live And More Casablanca
- KC & Sunshine Band Who Do You Love TK
- Diana Ross Ross Motown
- Cheryl Lynn Cheryl Lynn Columbia
- ${\sf Cerrone-Golden\ Touch-Cotillion/Atlantic}$
- Bionic Boogie Bionic Boogie Polydor
- 8 Quazar Quazar Arista
- 9 Grace Jones Do Or Die Island
- 10 Santa Esmeralda House Of The Rising Sun Casablanca

## Disco To Black Crossover — Longest Charted

- 1 Peter Brown Fantasy Love Affair TK
- Village People Macho Man Casablanca
- 3 El Coco Cocomotion AVI
- 4 Sylvester Step II Fantasy



## Duos

- 1 Brothers Johnson
- 2 Ashford & Simpson
- 3 Gil Scott-Heron/Brian Jackson
- 4 Johnny Mathis/Deniece Williams
- 5 Herb Alpert/Hugh Masakela

## Duos — Highest Debuts

- Ashford/Simpson Is It Still Good To Ya Warner Bros.
- Gil Scott-Heron/Brian Jackson Secrets Arista
- J. Mathis/D. Williams Columbia
  M. McCoo/B. Davis, Jr. Marilyn & Billy Columbia

## Jazz — Longest Charted

- George Benson Weekend In L.A. Warner Bros.
- Grover Washington Jr. Live At The Bijou Kudu
- 3 The Blackbyrds Action Fantasy

## Jazz To Black Crossover — Highest Debuts

- George Duke Don't Let Go Epic
- George Benson Weekend In L.A. Warner Bros.
- Michael Henderson In The Night Time Buddah/Arista
- Roy Ayers Let's Do It Polydor
- 5 Lonnie Liston Smith Loveland RCA
- Roy Ayers You Send Me Polydor
- Ronnie Laws -- Flame -- UA
- 8 Al Jarreau All Fly Home Warner Bros.





## Pop To Black Crossover

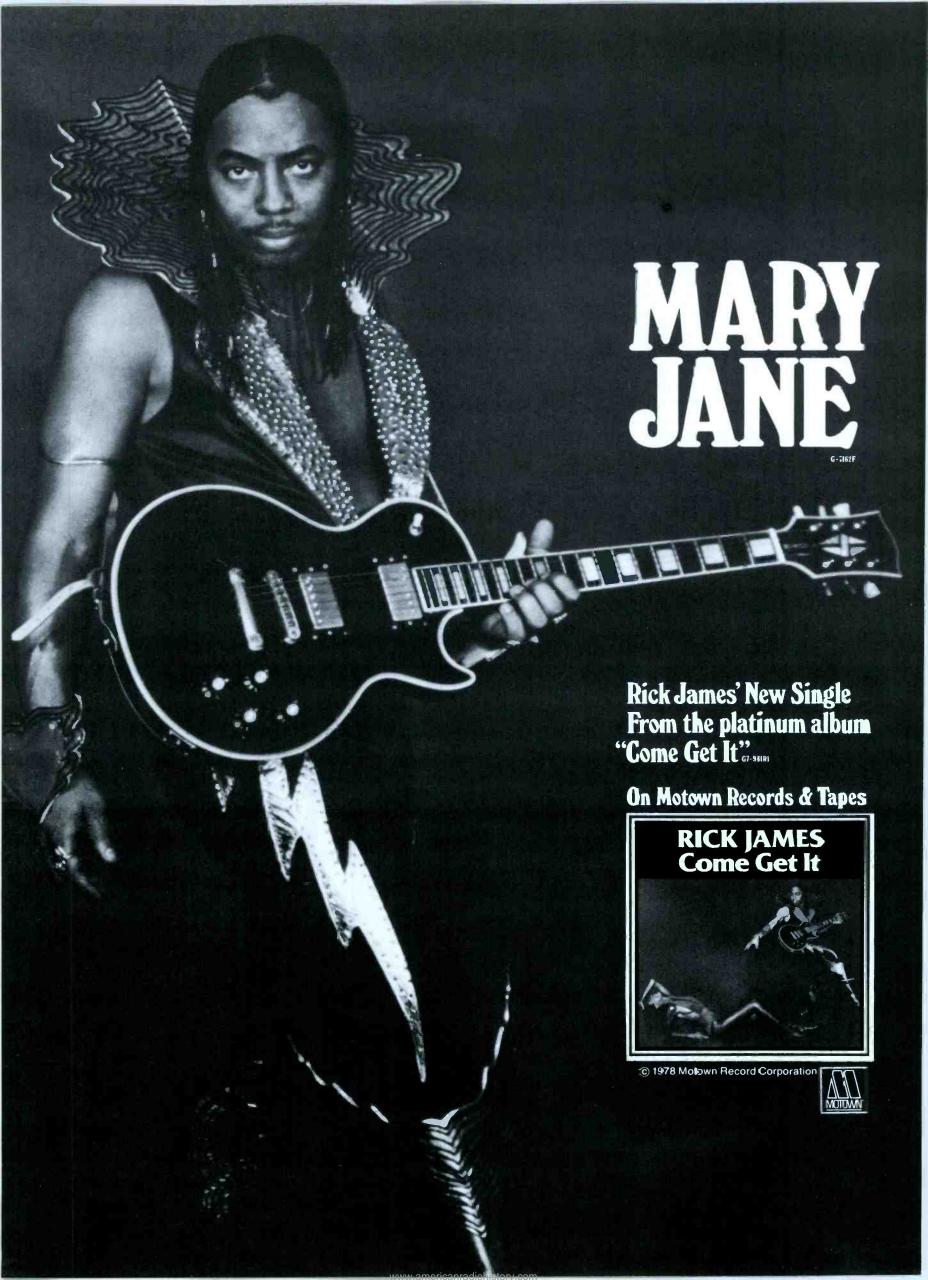
- 1 Saturday Night Fever RSO
- 2 The Rolling Stones Some Girls Atlantic

## Instrumentalists — Highest Debuts

- 1 Chuck Mangione Children Of Sanchez A&M
- Idris Muhammed Boogie To The Top Kudu
- Weather Report Mr. Gone ARC/Columbia Grover Washington Jr. — Reed Seed — Motown
- Salsoul Orchestra Up The Yellow Brick Road -Salsoul/RCA
- 6 Memphis Horns Band II RCA

## Soundtracks — Highest Debuts

- Various Artists Thank God It's Friday Casablanca
- 2 Chuck Mangione Children Of Sanchez A&M
- Various Artists The Wiz MCA
- War Youngblood UA
- 5 Bee Gees & Various Artists Saturday Night Fever RSO



## 70p Black Singles 1978

```
YOU AND I — RICK JAMES — Motown
FLASHLIGHT — PARLIAMENT — Casablanca
GET OFF — FOXY — Deah/TK
USET TAB EM YORK YORK YORK ON THE CASABLANCA
GET OFF — FOXY — Deah/TK
USET TAB EM YORK YORK ON THE CASABLANCA
TO COMMENT OF THE CASABLANCA
NOR MATION UNDER A GROOVE — LITD. — ABM
ONE MATION UNDER A GROOVE — LITD. — ABM
ONE MATION UNDER A GROOVE — LITD. — MAM
ONE MATION UNDER A GROOVE — LITD. — MAM
ONE MATION UNDER A GROOVE — LITD. — MAM
ONE MATION UNDER A GROOVE — MATION
THE COMMENT OF THE CASABLANCA
THREE TIMES A LADY — COMMODORES — Motown
SHAKE AND DANCE WITH ME — CON FUNKS SHUN — Mercury
FINIS LOVE — CONTROL — CONTROL — MATION
SHAKE AND DANCE WITH ME — CON FUNKS SHUN — Mercury
FINIS LOVE — CONTROL — CONTROL — MATION
TAKE ME TO THE NEXT PHASE — ISLEY PROSS. — T-Neck
BOOTZILLA — BOOTSY'S RUBBER BAND — Warner Bros.
DANCE WITH ME — PETER BROWN — TK
JACK AND JILL — PATOD. — A-rest
ON THE CLUSTER — SWITCH — GOTY
SHAME — EVEL NO CHAMPAGNE KING — RCA
THE SELM STO HANG ON — ASH-FIGHD SIMPSON — Warner Bros.
THERE'LL NEVER BE — SWITCH — GOTY
SHAME — EVEL NO "CHAMPAGNE" KING — RCA
TH'S YOU THAT I NEED — ENCHANTIBLET — COACHONO
THE CLUSTER I GET TO YOU — ROBERTS T-LACK/DONNY HATHAWAY — Allantic
GOT TO GET YOU INTO MY LIFE — EARTH, WIND & FIRE — Columbia
GALAXY — WAR — MCA

STUFF LIKE THAT — COINCY MORE — ABM

ALWAYS AND FOREYER — HEATWAYE — BIC
LAST DANCE — DONNA SUMMER — Casablanca
DANCE, DANCE, DANCE — CHIC — Allantic
YOU — MCG RAPYS — POTTAI

LAWYS AND FOREYER — HEATWAYE — BIC
EXPENTING PIRE — EARTH, WIND & FIRE — Columbia
YOUR SWETNESS IS MY WEAKNESS — BARRY WHITE — 20th Century
RUNAWAY LOVE — LINDA CLIFFORD — CUTTOM
UNCKY STICK — GEORGE DUKE — EPIC
LAST DANCE — DONNA SUMMER — Casablanca
DANCE, DANCE, DANCE — CHIC — Allantic
YOU — MCG RAPYS — POTTAI

ON THE COOK — STANDARD — CHACA KHAN — WARNER BOO

NEACHING FOR THE SKY — PEABO BRYSON — Capitol
LOVELY DAY — HERE — EGE — SEN — SON 
                         COME GO WITH ME — POCKETS — Columbia

IF YOU'RE READY (HERE IT COMES) — ENCHANTMENT — Roadshow

COCOMOTION — EL COCO — AVI
I AM YOUR WOMAN, SHE IS YOUR WIFE — BARBARA MASON — Prelude
DISCO TO GO — BRIDES OF FUNKENSTEIN — Atlantic
BOP GUN — PARLIAMENT — Casablanca
I JUST WANNA STOP — GINO VANNELLI — A&M

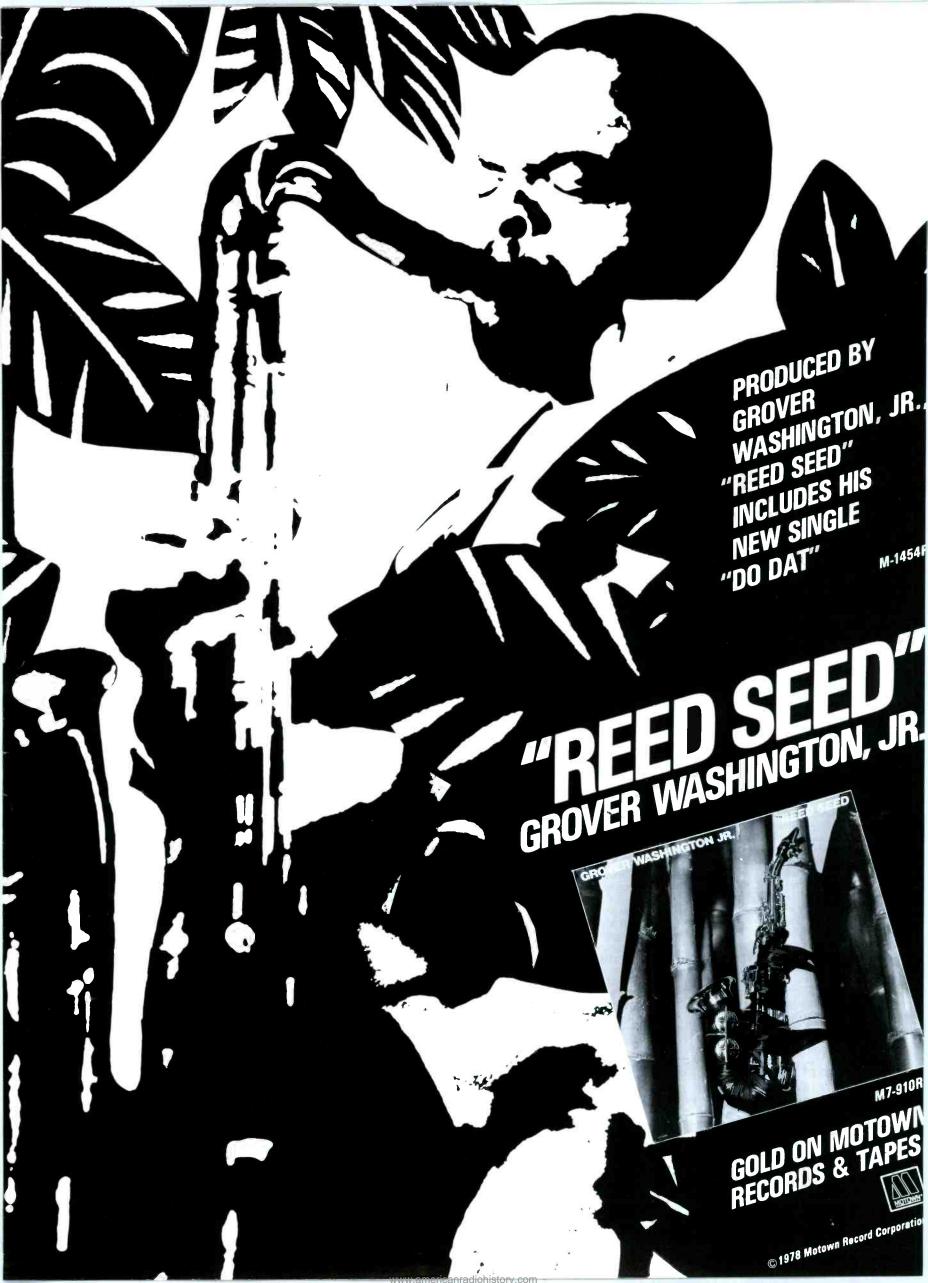
WORKIN' TOGETHER — MAZE — Capitol
HOLLYWOOD SQUARES — BOOTSY'S RUBBER BAND — Warner Bros.

(OLIVIA) LOST AND TURNED OUT — WHISPERS — Solar/RCA
EASE ON DOWN THE ROAD — DIANA ROSS/MICHAEL JACKSON — MCA
LOVE ME RIGHT — DENISE LA SALLE — ABC
DO YOU LOVE SOMEBODY — LUTHER INGRAM — Koko
SHARING OUR LOVE — EMOTIONS — Columbia
DON'T STOP, GET OFF — SYLVERS — Casablanca
VICTIM — CANDI STATON — Warner Bros.
GET ON UP (DISCO) — TYRONE DAVIS — Columbia
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## East Coastings/Points West: 1978 In Review

## JANUARY

NEW WAVE NEW YEAR — With the Sex Pistols first (and what turned out to be only) U.S. tour under way, the interest/curiosity in the punk/new wave movement was at a peak, CBGB's Second Avenue Theatre had a number of year-end concerts by new wave artists including Talking Heads, Patti Smith and Richard Hell & The Voidoids,

in the mid-1960s, but at the same time, Beatlemania of sorts continued with the 4th Annual Beatlefest held in New York. Another rock 'n' roll gathering also kept the interest in oldies but goodies going. The "Original Rock 'N' Roll Flea Market, Record Mart and Film Festival," was staged in New York . . . And then, of course, there was the heavy speculation that The Rutles would be

Top 10 Albums

Street-Legal — Bob Dylan — (Columbia)

The Best Of Earth, Wind & Fire Vol. 1 — (ARC/Columbia)

Wavelength — Van Morrison — (Warner Bros.)

Some Girls — Rolling Stones — (Rolling Stones/Atlantic)

Rainbow Seeker — Joe Sample — (ABC)
Stranger In Town — Bob Seger — (Capitol)
Live & More — Donna Summer — (Casablanca)
Darkness On The Edge Of Town — Bruce Springsteen —

(Columbia)

Rough — Tina Turner — (Roadshow/UA)

Mr. Gone — Weather Report — (ARC/Columbia)

-Alan Sutton

among others. Meanwhile, an article summarizing 1977's music in the *Cincinnati* Post said of the Pistols, "The band, whose members have green-dyed hair and wear safety pins through their noses have difficulty getting bookings in their own country." Another story in the Philadelphia Enquirer called the whole movement one of 1977's "more distasteful elements. Later in the month, the Pistols wound up their colorful tour with a stop at San Francisco's Winterland Auditorium, drawing a crowd which was divided between the fans, the skeptics and the curious. One week later, lead singer Johnny Rotten announced that the group had split up.

THE OTHER SIDE OF THE MUSICAL COIN — The trend that turned out to be the one which continued throughout 1978 got an early start, that being the chart domination of RSO Records. The first chart of the year had the Bee Gees in the #1 singles slot with "How Deep Is Your Love," followed the next week by Player's "Baby Come Back." 'Saturday Night Fever'' moved into the Top 10 of the album chart and then to number one slot in January . . . The other major chart surprise came from Randy Newman, who scored his first #1 single with the controversial "Short People." The song stirred numerous protests for several weeks from a variety of individuals and organizations who evidently missed the satire in the song. OTHER HAPPENINGS - Some of the early year artist-related news included Dr. Buzzard's Original Savannah Band, which ended its management association with Tommy Mottola's Champion Entertainment . . . Paul McCartney & Wings' "Mull Of Kintyre" became the biggest selling single Progress in British record history seemed to be going well for the Linda Ronstadt-Dolly Parton-Emmylou Harris trio album. At the same time that Elektra/Asylum seemed to have that supergroup record looming on the horizon, the label was negotiating with a new group gaining popularity in its native Boston. The group was called **The Cars** ... Jan. 23, **Joyce** and **Neil Bogart** noted the arrival of their first child, **Evan "Kidd" Bogart**.

## FEBRUARY

NEITHER RAIN NOR SNOW - While much of the east coast was buried under blizzard-like conditions and the west coast was threatening to float away because of torrential rains, the nation as a whole was burning up with "Saturday Night Fever," as the soundtrack LP continued its stranglehold on the #1 position on the Top 200 Albums chart and the Bee Gees and company traded off week after week in the #1 singles position. Many were comparing issuing their first LP in almost eight years.

JAMAICA SAY YOU WILL - Michael Epstein of My Father's Place and Warren Smith, president of Epiphany Records in San Francisco, worked out an agreement with the Jamaican government to promote reggae acts on the island. The first concert under the deal featured Burning Spear, Culture and Soul Syndicate.

DEALS, SIGNINGS AND OTHER NEGOTIATIONS -The Scotti Bros. were huddling in New York with Ahmet Ertegun association with Columbia by announcing he would switch to Warner Bros. for an undisclosed amount. At the same time, Paul McCartney's people denied he was negotiating a new deal, having fulfilled his contract with Capitol Records Moody Blues went back into the studio to work on their first LP in more than five years Another former Beatle, Ringo Starr, made the news by signing with Portrait. David Bowie hit the age of 30 ... Morrison went to work on a new album, tentatively titled "Let The Cowboy Ride" Doors members Ray Manzarek, Robby Krieger and John Densmore reunited to supplying backing tracks for an upcoming release of the late Jim Morrison's poetry Former Byrds Roger McGuinn and Gene

Clark were joined at their Roxy show by Chris Hillman and David Crosby, bringing 4/5 of the original Byrds back together in concert for the first time in years . . . John Denver embarked on a two-month U.S. tour with stops at major halls and arenas

lan Anderson keeping tight security around the recording of Jethro Tull's "Heavy Horses" LP.

MEANWHILE, BACK IN THE '70s - On March 18, the Top 5 singles were RSO or Bee Gees-related, with two Bee Gees songs, an Andy Gibb record, Samantha Sang and Eric Clapton holding down the top spots . . . And NBC-TV featured a number of recording artists in its "First Annual Rock 'N' Roll Sports Classic" which pitted artists against one another in a variety of athletic events.

DOIN' THE NEW YORK SHUFFLE - The legendary Apollo Theatre found new

APRIL

## Top 10 Albums

This Years Model — Elvis Costello — (Columbia) Tracks On Wax — 4 — Dave Edmunds — (Swan Song/Atlantic) Honky Tonk Masquerade — Joe Ely (MCA) Meet Me At the Crux — Dirk Hamilton — (Elektra/Asylum)

Misfits — Kinks — (Arista)

Keeps Rockin' — Jerry Lee Lewis — (Mercury) Wavelength — Van Morrison — (Warner Bros.)

Bruised Örange — John Prine — (Elektra/Asylum)

Stranger In Town — Bob Seger — (Capitol) Darkness On The Edge Of Town — Bruce Springsteen —

(Columbia) -Randy Lewis

and Jerry Greenberg, causing speculation that the Scottis would be getting their own . The Allman Bros. were rumored to be getting back together for at least one album and possibly a tour. The principals in the group met with Capricorn president Phil Walden in Miami ... Plans for Neil . Plans for Neil Young to do a six week U.S. tour were announced about three weeks before the idea was shelved. . Warner Bros. signed Devo

resigned with ABC ... Plans were underway for Cal Jam II at the Ontario Motor Speedway March 18. Artists reported to be appearing included Aerosmith, Heart, Ted Nugent, Bob Welch and Foreigner

Boston's long-awaited second album was delayed yet again because of snowstorms in the group's namesake city . . . The Village Voice issued its annual critics poll. The survev of 68 top critics named the Sex Pistols' "Never Mind the Bollocks, Here's the Sex Pistols" as top album of 1977 Micah Joseph Diamond was born to Marsha and Neil Diamond on Valentine's

## MARCH

THROUGH THE LOOKING GLASS -Several major rock figures from the 1960s were making the news that characterized March. Paul Simon ended a 14-year management so it could reopen ... John Lennon & Yoko Ono settled into their new place in Delaware County in upstate New York where they planned to raise cows . . Rock 'n' roll giant Chuck Berry and Atlantic president Jerry Greenberg were spotted huddling in the label's Gotham offices, prompting rumors Berry would be an Atlantic recording artist in the not-too-distant . And a group of women in Dover, New Hampshire set about establishing "The Museum of Contemporary Music," a facility to honor those who made rock great. They said they hoped to open a New York City site for the museum by 1980.

BACK ON THE COAST — Quite à buzz

around L.A. was caused when members of the press and radio received mailgrams signed by George Harrison and Rod Stewart inviting them to a press conference where details of a significant musical and cultural event would be revealed. As it turned out, neither Harrison nor Stewart showed up, but instead appeared members of a group called Project Interspeak, whose aim was to protect whales. Rumors were flying of a Beatles reunion for a benefit concert, but it appeared the organization had really very few artists with solid commitments and the event never came to pass

Meanwhile, Japanese entrepreneur Rocky Aoki made his attempt to reunite the Fab Four by making an offer of \$50 million to John, Paul, George and Ringo if they would play one concert in his newly-

acquired stadium in England.

MAKING THE ROUNDS — Carly Simon went back on the concert trail for the first time in six years and released her "Boys In The Trees" LP .... Plans were being laid for the Texas World Music Festival which would be held Fourth of July weekend in Dallas There were also reports that Bruce Springsteen would make a major U.S. tour in the summer ... The Elvis Costello/Mink DeVille/Nick Lowe tour began . . . Van "The Man" Morrison, still at work on a new album, was another subject of "return to the road" rumors . . . Warner Bros. finally released the long-delayed "Last Waltz" soundtrack from **The Band**'s farewell Winterland Concert on Thanksgiving, 1976 . . . The Jam went on its first major . And Lou Reed canceled out as U.S. tour. host of NBC's Midnight Special, but then taped a special segment with Flo & Eddie discussing the censorship problems that led to his decision to bow out.

## MAY

BELIEVE IT OR NOT — Legendary producer/recluse Phil Spector, of all people, called a press conference to announce he would host a locally-produced television show called "Win the Jamm." Not surprisingly, the show never materialized, but no one seemed to notice, being so stunned that Spector actually arranged and then showed up, at the press meeting . . . Irving Berlin turned 90 . . . Neil Young played five nights at San Francisco's intimate Boarding House . . . The "Grease" soundtrack was released ... San Francisco-based group Hot Tuna called it quits after almost 10 years because they felt it was "time for a change" . . . Bob Seger's long-awaited and several times delayed "Stranger In Town" Thin Lizzy joined Warner was released . . . .. Rocket Records moved its headquarters to New York so there would be easier communication between the label's U.S. and U.K. operations . . . Rolling Stone magazine's softball team took a beating at the hands of The Eagles in a contest fought

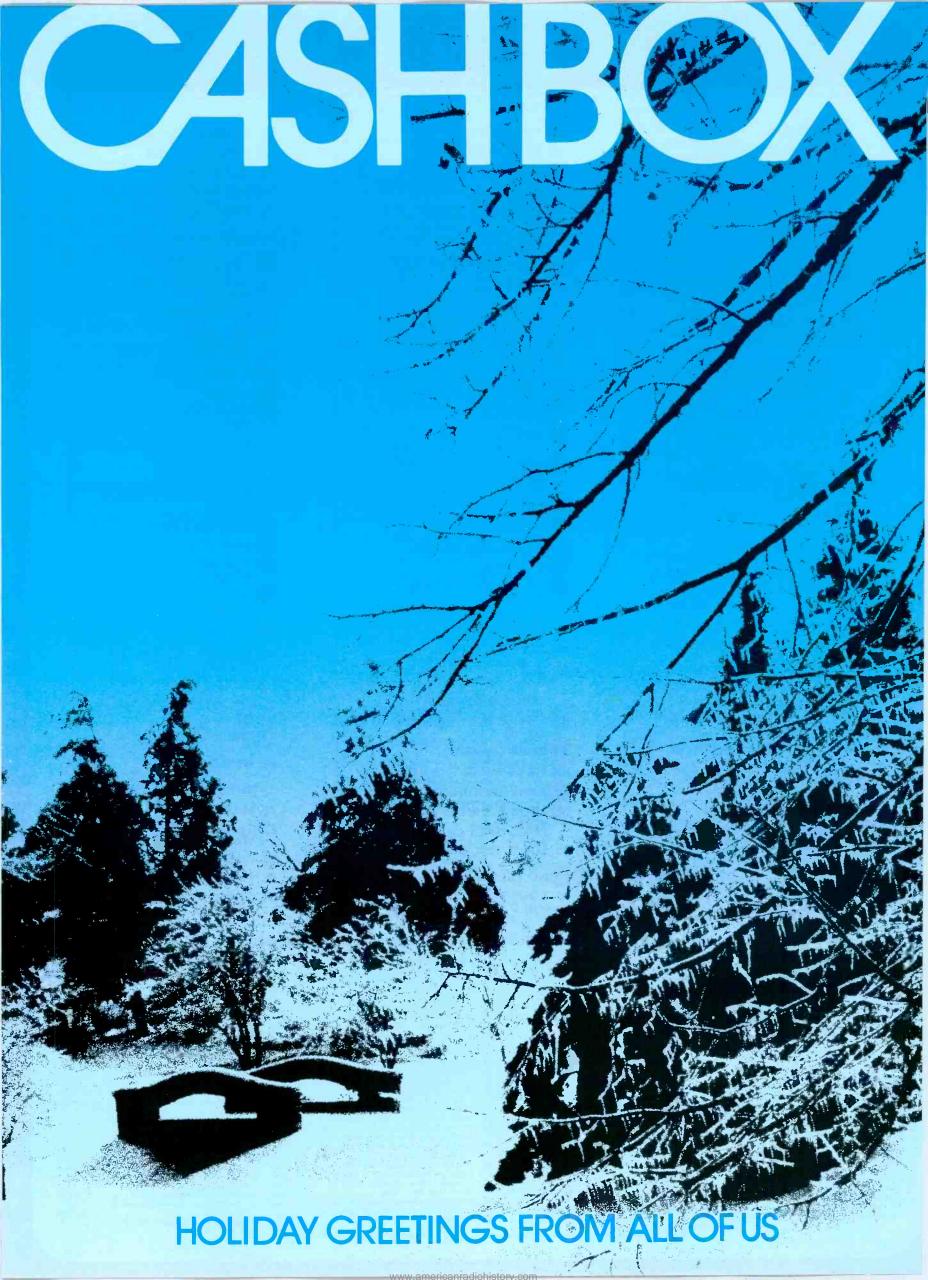
Top 10 Albums

Bare — Bobby Bare — (Columbia) Honky Tonk Masquerade — Joe Ely — (MCA) Meet Me At The Crux — Dirk Hamilton — (Elektra/Asylum) Waylon & Willie — Waylon Jennings & Willie Nelson — (RCA) Bartender's Blues — George Jones — (Epic) Wavelength — Van Morrison — (Warner Bros.) Bruised Örange — John Prine — (Elektra/Asylum)

Darkness On The Edge Of Town — Bruce Springsteen —

Final Exam — Loudon Wainwright — (Arista) Expressions — Don Williams — (ABC)

-Jeff Crossan



## CASH BOX TOP TOO SINGLES

		Weeks On
1 LE FREAK	/23	Chart
TOO MUCH HEAVEN	1	10
3 YOU DON'T BRING ME FLOWERS	3	7
BARBRA & NEIL (Columbia 3-10840)	2	10
MY LIFE BILLY JOEL (Columbia 3-10853) 5 SHARING THE NIGHT	5	9
TOGETHER DR. HOOK (Capitol P-4621)	4	16
Y.M.C.A. VILLAGE PEOPLE (Casablanca NB 945) HOLD THE LINE	9	11
8 (OUR LOVE) DON'T THROW IT ALL AWAY	8	13
9 OOH BABY BABY	7	12
LINDA RONSTADT (Asylum E-45546-A)  10 SEPTEMBER	11.	8
EARTH, WIND & FIRE (ARC/Columbia 3-10854)  11 I LOVE THE NIGHT LIFE	16	7
(DISCO ROUND)  ALICIA BRIDGES (Polydor PD 14483)  12 PROMISES	6	27
ERIC CLAPTON (RSO 910)  13 PART-TIME LOVE	15	12
14 WE'VE GOT TONITE	13	9
BOB SEGER & THE SILVER BULLET BAND (Capitol P-4653)  15 MACARTHUR PARK	17	10
DONNA SUMMER (Casablanca NB 939) HOW YOU GONNA SEE ME NOW	12	17
ALICE COOPER (Warner Bros. WBS 8695)  EVERY 1'S A WINNER	18	11
18 BICYCLE RACE/FAT	22	8
BOTTOMED GIRLS  QUEEN (Elektra E-45541-A)  19 A LITTLE MORE LOVE	20	8
OLIVIA NEWTON-JOHN (MCA 40975)	24	6
NICOLETTE LARSON (Warner Bros. WBS 8664)	28	6
POINTER SISTERS (Planet P-45901) 22 INSTANT REPLAY	27	8
DAN HARTMAN (Blue Sky/CBS ZS8-2772)  NEW YORK GROOVE	23	12
ACE FREHLEY (Casablanca NB 941) 24 I JUST WANNA STOP	25	12
S GOT TO BE REAL	10	17
CHERYL LYNN (Columbia 3-10808)  26 SHAKE IT	37	7
27 STRANGE WAY	32	
28 I WILL BE IN LOVE WITH	14	14
LIVINGSTON TAYLOR (Epic 8-50604) PLEASE COME HOME FOR CHRISTMAS	31	11
EAGLES (Asylum E-45555-A)  DON'T HOLD BACK	43	4
CHANSON (Ariola 7717)  CHANSON (Ariola 7717)  CHANSON (Ariola 7717)	35	9
ROD STEWART (Warner Bros. WBS 8724) "I WAS MADE FOR DANCIN'"	47	2
(Scotti Bros./Atlantic SB 403) 33 I'M EVERY WOMAN	38	9
CHAKA KHAN (Tattoo/WBS 8683)  CHAKA KHAN (Tattoo/WBS 8683)	19	
MELISSA MANCHESTER (Arista 0373)	41	8

December 30, 1978			
		٧	Veeks On
35 THE GAMBLER			Chart
36 TIME PASSAGES		40	7
37 HOME AND DRY		26	14
GERRY RAFFE (United Artists UAX-1		45	6
BLUES BROTHERS (Atlantic A-36 39 A MAN I'LL NEVER BE	122)	53	4
40 SOMEWHERE IN THE	638)	44	8
NIGHT  BARRY MANILOW (Arista AS 0  41 HOLD ME. TOUCH ME	382)	51	3
41 HOLD ME, TOUCH ME PAUL STANLEY (Casablanca NB 42 SWEET LIFE	940)	42	9
PAUL DAVIS (Bang B-	738)	21	21
AMBROSIA (Warner Bros. WBS 8	RL	29	15
CARS (Elektra 45 TAKE ME TO THE RIVE	537) <b>R</b>	46	10
THE TALKING HEADS (Sire/WBS 14 46 STRAIGHT ON		50	9
47 THE DREAM NEVER DIE	ES	33	16
THE COOPER BROS. (Capricorn CPS 0 LOVE DON'T LIVE HER ANYMORE		49	12
ROSE ROYCE (Whitefield/WBS 8'	712)	58	7
J. GEILS BA	964)	54	7
700 YOU TOOK THE WORD RIGHT OUT OF MY	5		
MOUTH  MEAT LOAF (Cleve, Int'l./Epic 8-50)	634)	55	7
ROLLING STONES (Rolling Stones 19: 52 DANCIN'S HOES	310)	65	3
NIGEL OLSSON (Bang B-:	740)	63	4
JUSTIN HAYWARD (Columbia 3-10)	799)	34	15
GENE SIMMONS (Casablanca NB STONIGHT	951)	59	5
56 YOUR SWEETNESS IS	106)	62	5
MY WEAKNESS  BARRY WHITE (20th Century TC 20  57 YOU THRILL ME	380)	57	8
EXILE (Warner/Curb WBS 87		60	7
DAY FOREIGNER (Atlantic 35) 59 CHANGE OF HEART	543)	67	2
60 SHAKE YOUR GROOVE THING	354)	30	16
PEACHES & HERB (Polydor OD 145	i14)	75	4
KENNY LOGGINS (Columbia 3-108  62 DANCING IN THE CITY	366)	69	4
MARSHALL HAIN (Harvest 47	'48)	72	4
64 I DON'T WANNA LOSE YOU	20)	74	3
DARYL HALL & JOHN OAT (RCA JH-114	24)	73	3
JEFFERSON STARSI (Grunt/RCA JB 114	HIP	88	5
66 NO TELL LOVER CHICAGO (Columbia 3-108 67 YOU'VE REALLY GOT A	79) (	82	2
HOLD ON ME  EDDIE MONEY (Columbia 3-108		71	5

		Ī	Week On
68	DOUBLE VISION	/23	
69	ANIMAL HOUSE (Atlantic 3514)	48	15
70	STEPHEN BISHOP (ABC AB-12435) ALIVE AGAIN	80	3
71	HOT CHILD IN THE CITY	36	11
72	NICK GILDER (Chrysalis CHS 2226) THE POWER OF GOLD	56	23
73	DAN FOGELBERG & TIM WEISBERG (Epic 8-50606)  LOST IN YOUR LOVE	61	13
74	JOHN PAUL YOUNG (Scotti Bros./Atlantic SB-405)	76	4
75	GLORIA GAYNOR (Polydor PD 14508) HERE COMES THE	84	2
76	NIGHT NICK GILDER (Chrysalis CHS 2264) RUN FOR HOME	39	9
77	LINDISFARNE (Atco 7093)	52	14
78	GENE CHANDLER (20th Century TC 2386) KISS YOU ALL OVER	91	4
79	EXILE (Warner/Curb WBS 8589)  DANCIN' SHOES	64	26
80	FAITH BAND (Village/Mercury 74037)	87	3
81	WHAT YOU WON'T DO	88	2
82	FOR LOVE BOBBY CALDWELL (Clouds/TK CLO 11-A) READY TO TAKE A	92	3
02	CHANCE AGAIN BARRY MANILOW (Arista AS 0357) I BELIEVE YOU	66	17
83	THE CARPENTERS (A&M 2097)	70	6
	YOU THE BABYS (Chrysalis CHS 2279)	_	1
85	A LITTLE LOVIN' THE RAES (A&M 2091)	89	5
86	SING FOR THE DAY STYX (A&M 2110-S)	_	1
87	YOU MAKE ME FEEL (MIGHTY REAL) SYLVESTER (Fantasy F-846-A-M)		
88	I DON'T KNOW IF IT'S RIGHT	_	1
	EVELYN "CHAMPAGNE" KING (RCA PB 11386)	_	1
90	SILVER LINING PLAYER (RSO 914) TRANQUILLO (MELT MY	_	1
90	HEART)		
91	GOOD LOVIN' GRATEFUL DEAD (Arista AS 0383)	90	4
92	YOU STEPPED INTO MY	96	3
93	THE MOMENT IN TIME	93	3
94	WHO DO YA LOVE WHO DO YA LOVE	94	3
95	THE FOOTBALL CARD	95	3
96	GLENN SUTTON (Mercury 55052) MILES AWAY	_	٦
97	TAKE IT ANY WAY YOU	7,7	6
98	WANT IT THE OUTLAWS (Arista AS 0378) CAN YOU FOOL	98	2
99	GLEN CAMPBELL Capitol P-4638) THERE'LL NEVER BE	78	11
00	SWITCH (Gordy 7G-159-F) DON'T WANT TO LIVE	81	13
	WITHOUT IT PABLO CRUISE (A&M 2076)	79	15
NSE	ES)		

A Little (John Farrar/Irving — BMI)
A Little Lovin' (Perren/Vibes - ASCAP)
Alive Again (Make Me Smile ASCAP) 70
A Man I'll (Pure Songs — ASCAP)
Animal House (Duchess/Stephen Bishop — BMI) . 69
Baby (Velvet Apple — BMI)
Bicycle Race (Queen/Beachwood — BMI) 18
Blue Morning (Somerset/WB — BMI)
Can You (Royal Oak/Windstar — ASCAP) 98
Change Of Heart (Camex — BMI) 59
Dancin' Shoes (Canal — BMI)
Dancin' Shoes (Canal — BMI)
Dancing (No Licensee — BMI)
Do Ya Think (Riva/WB/Nite-Stalk — ASCAP) 31
Don't Cry Out (Irving/Woolnough/Jemava/
Unichappell/Begonia — BMI)
Don't Hold (Kichelle/Jamerson/Cos-K — ASCAP) . 50
Don't Want (Irving/Pablo Cruise — BMI) 100
Double Vision (Somerset/Evansongs/
WB — ASCAP)
Easy Driver (Streamline — BMI)
Every 1's A (Finchley — ASCAP)
Every Time (X-Ray/Jacon — BMI) 84
Fat Bottomed (Queen/Beechwood — BMI) 18
Fire (Bruce Springsteen — ASCAP)
Forever Autumn (Duchess — BMI)
Good Lovin' (Hudson — BMI)
Get Down (Gaetana/Cachand/Cissi — BMI) 77
Got To Be Real (Butterfly/Bong —
BMI/Hudman/Cotaba — ASCAP1

PHABETIZED TOP 100 SINGLES (	INC
Here Comes (Beachwood — BMI)	75
Hold The Line (Hudmar — ASCAP)	. 7
Hold Me, Touch Me (Kiss - ASCAP)	41
Home And Dry (Hudson Bay — BMI)	37
Hot Child (Beechwood - BMI)	71
How Much I (Rubicon — BMI)	43
How You Gonna (Ezra /Jodrell - ASCAP/	
Candlewood Mountain — BMI)	16
I Believe In You (Musicways/	
Flying Addrissi — BMI)	83
I Don't Know (Six Continents/	
Mills And Mills — BMI)	88
I Don't (Hot-Cha/Six Continents BMI)	64
I Just (Ross/Vannelli)	
I Love The (Lowery — BMI)	
I Was Made (Michael's/Scot Tone — ASCAP)	32
I Will Be (Morgan Creek/Songs Of Bander-	
Koppelman — ASCAP)	
1 Will Survive (Perren-Vibes — ASCAP)	
I'm Every Woman (Nick-O-Val — ASCAP)	
Instant Replay (Silver Steed — BMI)	
Kiss You (Chinnichap/Careers — BMI)	
Le Freak (Chic — BMI)	
Light The Sky (Lunatunes — BMI)	
Lost In Your (Edward B. Meeks — BMI)	
Lotta Love (Silver Fiddle — BMI)	
Love Don't (May 12th/Warner-Tamerlane — BMI) .	
MacArthur Park (Canopy — ASCAP)	
Miles Away (Fotomaker/Adrian Leighton — BMI)	
My Best Friend's (Lido — BMI)	44
F	

CLUDING PUBLISHERS AND LICENS
My Life (Impulsive/April — ASCAP) 4
New York Groove (Russell Ballard/
April — ASCAP)
No Tell Lover (Com/Street Sense/
Polish Prince — ASCAP)
One Last (Center City — ASCAP)
Ooh Baby (Jobete — ASCAP) 9
(Our Love) Don't Throw It All (Stigwood/
Unichappell — BMI)
Part Time (Jodrell/Leeds — ASCAP)
Please Come Home (Fort Knox — BMI)
Promises (Narwhal — BMI)
Radioactive (Kiss — ASCAP)
Ready To (Ensign/Kamikazi — BMI)
Run For (Crazy/Chappell — ASCAP)
September (Saggfire — BMI/
Steelchest — ASCAP) 10
Shake It (Steamed Clam — BMI)
Shake Your (Perren-Vibes — ASCAP) 60
Sharing (Music Mill/Alan Cartee — ASCAP/BMI) 5
Shattered (Colegems-EMI — ASCAP)
Silver Lining (Touch Of Gold/Crowbeck/
Stigwood — BMI)
Sing For (Almo/Stygian — ASCAP)
Soul Man (Walden/Birdees — ASCAP)
Somewhere (Irving/Randor — BMI) 40
Stormy (Low-Sal — BMI)
Straight On (Wilsongs/Know — ASCAP)
Strange (Steven Stills/Warner Tamerlane/
El Suero — BMI)
= Exceptionally heavy sales activity this week

	WITHOUT IT PABLO CRUISE (A&M 2076) 79	15
E	ES)	
	Sweet Life (Web IV — BMI)	42
	Take It (Hustlers BMI)	
	Take Me (Jec/Al Green — BMI)	45
	The Dream (Obe Mastro/Tamiami/	
	Amin — Welbeck)	47
	The Football Card (Flagship — BMI)	95
	The Gambler (Writers Night — ASCAP)	
	The Moment (Silver Blue — ASCAP)	
	The Power Of (Hickory Grove — ASCAP)	72
	There'll Never (Jobete — ASCAP)	
	Time (DJM/Frabjous/Approxmate)	
	Too Much (Unicef — BMI)	
	We've Got Tonight (Gear — ASCAP)	
	What You Won't Do For Love	14
	(Warner Tamerlane/May 12 — BMI)	R 1
	Who Do (Sherlyn/Harrick — BMI)	
	Y.M:C.A. (Greenlight — ASCAP)	
	You Don't Bring (Stonebridge/	
	Threesome — ASCAP)	3
	You Make Me Feel (Beekeeper/	
	Typsyi — ASCAP)	84
	You Need A Woman (ABC Dunhill - BMI)	
	You Stepped (Stigwood/Unichappell - BMI)	
	Your Sweetness (Sa-Vette/Six Continent/	
	Rel Nel — BMI)	56
	You Thrill Me (Chinnichap — BMI)	
	You Took (Edward B. Marks/Neverland/	
	Peg — BMI)	50
	You've Really Got (Jobete ASCAP)	67

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## EDITORI*A*L

## Or Get Off The Pot

As we move into 1979, the second anniversary of the Justice Department's much heralded antitrust investigation of the music business is approaching with apparently no end in sight. Since the Grand Jury was convened in February 1977, three different attorneys have been in charge of the investigation and NO indictments have been handed down.

It appears that this investigative body, interested in possible price-fixing, is still in a discovery stage as interviews with industry leaders continue. And in typical fashion, the Justice Department does not periodically give informational updates, so a shadow of suspicion lingers.

As one label president recently said, if this Grand

Jury has found something illegal, then let's get to it. Otherwise, leave the music industry alone.

We agree with this attitude 110%.

The announcement of this investigation prompted headlines in newspapers across the country about alleged price fixing and collusion in the record business. But, in the event the Justice Department attorneys come up empty-handed, will there be similar stories to that effect? We think not. And for that reason, it's time for the government to lay its cards on the table.

The cloud of suspicion has lingered overhead too long

## EWS HIGHLIGHT

- Record company executives see future market as a result of reestablished Sino-American relations (page 5).
- FCC proposal to limit "superstations" operations could add 150 new AM outlets (page 5).
- Part three of homogenization series explores impact at retail and radio levels (page 5).
- AFTRA-SAG members go on strike (page 6).
- Motown Records president Barney Ales departs label; Michael Roshkind promoted to chief operating officer (page 5).
- Little River Band's "Lady" and The Babys' "Every Time I Think Of You" are the top Singles Picks of the week (page 12).
- "Superman The Movie" and Edwin Starr's "Clean" are the top Album Picks of the week (page 11).

## **SINGLES** 84 EVERY TIME I THINK OF YOU - The Babys - Chrysalis **ALBUMS** 182 SHOT OF LOVE - Lakeside - Solar/RCA

## POP SINGLE

LE FREAK

## **R&B SINGLE**

LE FREAK Chic Atlantic

## **COUNTRY SINGLE**

TULSA TIME Don Williams ABC

JAZZ

TOUCHDOWN **Bob James** Columbia

## **NUMBER**



Waylon Jennings

## POP ALBUM

BARBRA STREISAND'S GREATEST HITS VOL. 2 Barbra Streisand

## R&B ALBUM

C'EST CHIC

## COUNTRY ALBUM

I'VE ALWAYS BEEN CRAZY Waylon Jennings RCA

## DISCO

CONTACT Edwin Starr 20th Cenury

# LIGHT OF LIFE

CLIMBING
HIGHER
GETTING

## HOTTER

WITH THEIR HIT SINGLE, "I'LL DANCE"

WILD V-103
WDAS WIGO
WBMX WFDR
WJPC WLOK
WAOK KNOK
KCOH



WEDR WRBD WPDQ WWIN WEBB WENZ

WANT WVON KDAY WDIA WHRK

**CASH BOX** 

RECORD WORLD





Produced by Allen Jones



ON MERCJRY RECORDS AND TAPES



Write or call your local Palygram Distribution sales office for displays and other prohotional item

## CASH BOX NEWS



MURRAY GETS GOLD, PLATINUM — After a performance at Las Vegas' Aladdin Hotel, Anne Murray was presented with gold and platinum copies of her "Let's Keep It That Way" LP and "You Needed Me" single on Capitol Records. Murray also received a New Zealand gold award for "You Needed Me" and an Australian gold award for "Let's Keep It That Way." Pictured (I-r) are: Dennis White, Capitol's vice president of marketing; Murray; Don Zimmermann, president and chief operating officer; Oscar Arslanian, director of press & artist relations; Rupert Perry, vice president of A&R; Pete Foyak, vice president of administration and Bruce Portmann, international promotion manager.

## **FCC Clear Channel Cutback Could Add 150 AM Stations**

### by Joanne Ostrow

WASHINGTON, D.C. - If the FCC's proposal to curtail super-power station operations on 25 clear channels is passed. the result could be up to 150 new AM radio stations

In regulations proposed last week, the commission said it wants to allow new stations to move into some or all of the clear channel frequencies. Those frequencies are currently occupied by 25 stations across the country which are extra powerful transmitters covering as much as half the continental U.S. with their broadcast signals at night. The clear channels were created in the early days of radio to serve rural areas with no local broadcasting.

The FCC's proposal is open to public comment until April 9, 1979.

Immediate Impact

This proposal is separate from the U.S.

## Ales Out, Roshkind **Upped At Motown**

LOS ANGELES - Barney Ales has left Motown Industries after three years as president of Motown Records, and Michael Roshkind, vice chairman of Motown Industries, has been promoted to chief operating officer. All divisions within the company, including the music division's Motown, Tamla, Gordy, VIP and Prodigal labels and the publishing wing, Jobete, will now report to Roshkind.

"Barney Ales' contract came to a close and he will soon go on to new and better endeavors," said a Motown spokesman. "He achieved many of the goals he set during his three-year contract and it's now come to a close

## No Conflict

"There was nothing untoward between Barney and Berry Gordy (Motown board chairman)," the spokesman added.

Roshkind is currently serving a sixmonth prison term for income tax evasion and is on a work-release program, leaving him free to perform his duties during the day while reporting back to prison at night.

Ales, who worked for Motown in a variety of capacities before assuming the presidency of the record division, has not announced any future plans.

position on widening the AM radio band, to be presented at the World Administrative Radio Conference in Geneva next year. That proposal could eventually mean the

addition of some 800 AM radio stations on

the air (Cash Box, Dec. 16). But this plan, recommended by the FCC staff, is of greater immediate interest to the broadcast industry. Any new channels produced by international agreement at

## Labels See China Potential, **But Not In Immediate Future**

### by Aaron Fuchs

NEW YORK - Now that diplomatic relations are being restored between American and the People's Republic of China, U.S. record manufacturers are optimistic about the long-range prospects of doing business with China. At this point, however, the only industry-connected firm that has announced it is making overtures to the Chinese government is not a label.

Lened International Corp. of Elizabeth. New Jersey, which manufactures record pressing equipment and which recently completed a \$500,000 sale to Russia, already has a representative en route to China. According to Leonard Palmer, president of the company, "we are going in there blind. One of our representatives had some business in Japan, and had all the necessary papers, so we're sending him there to see what possibilities for business

### Low Priority

According to record industry people who have been to China, chances of introducing Western pop music there are virtually nil at present. Manager and impresario Harold Leventhal, who visited the country last May with a contingent of 25 film and record industry executives, concluded that the highest priority among Chinese was for technical knowledge. "What is foremost for China now," he said, "is that basic needs such as agricultural development and manufacturing processes be met. At this stage, the record business is not a high priority. They're at the stage where we'd need to literally take one of our plants and transport it over there." Leventhal added that he hopes to be allowed to bring American folk artists to China within the next year. However, he said, "I don't

foresee anything at all happening with rock music in the near future. People there just haven't been exposed to it.

### Frank Who?

Joe Smith, chairman of Elektra/Asylum Records, who accompanied Leventhal to China, is also skeptical about exporting rock to China. "I can't see rock music having any impact in the foreseeable future. When I went there last June with the group, I found that there was no recognition at all of contemporary music. No one had heard of the Beatles. No one had even heard of Sinatra. China has never had the exposure of a BBC or a Voice of America or Armed Forces Radio. To give you an example of the state of their industry, they have one record company which uses three record plants in vastly distant parts of the country and, each plant only presses one third of their catalog selections. When I suggested pressing all their titles from all their plants, it proved to be some sort of breakthrough. But, in the final analysis, this new relationship has to be seen as a positive benefit for the music business. Even if it takes ten years to develop the technology and to overcome the language problem, when things like that are ironed out watch out.

Arthur Martinez, division vice president of international for RCA Records agreed with this view. "Because China has 800,-000,000 people," he said, "when the music business happens there, it's going to happen big. We at RCA would very much like, and frankly expect, to be the first in the door. RCA has had prior business dealings with China, and the RCA dog and horn was, and probably still is, a recognized trademark, extending prior to World War II.

## Homogenized Music Leads RetailTo Greater Sales; Radio Views It As A Mixed Blessing

by Randy Lewis and Jeff Crossan

(In this final installment of a three-part series examining the homogenization of contemporary music, several executives of the retail and radio industries discuss the trend and its impact on their fields.)

LOS ANGELES — As an increasing number of artists from a variety of musical genres make the move into the pop melting pot, they become easier to locate — on the radio dial and in retail record racks, that is

For example, at a King Karol retail outlet, Crystal Gayle's albums, which were once stocked solely in the "country" bins, might also now be found in the "contemporary" and "female vocalists" sections as well. And while George Benson product previously was found strictly in the "jazz" section of K mart's record departments, his LPs are now often racked in "soul" and 'pop" categories also.

Likewise, records by Benson and Gayle recently have been played on pop stations

such as KHJ in Los Angeles and WABC in

Pop radio programmers, concerned primarily with their station's ratings, may be cautious about adding records by artists who are expanding their musical boundaries, but no more so than they are in adding any record. Most said they will reject a record simply because the artist had previously been heard only on R&B, jazz or country stations.

But programmers at both R&B and country stations differ in their views over the consequences of playing this type of record at their stations. Some believe they can expand their audience by playing poporiented records by artists with roots in the country or R&B field. Others feel this is detracting from the strength of R&B and country radio because some artists directed their attention to pop radio and neglected their original base of support.

Retailers, on the other hand, are only too happy to cooperate with the labels when they attempt to break an act into the pop arena because the broader pop market means increased sales.

'If you have a Dolly Parton album and suddenly a lot of people start asking for it," says Ben Karol of King Karol, "in no time at all you know the artist is no longer confined to one category. If you have the room, by all means you put it where it will do you the most good.

### 'Name Of The Game'

"After all," Karol adds, "the name of the game is to sell records.

In addition to full-line retail chains such



HUMPERDINCK IN LAS LEGAS — Epic recording artist Engelbert Humperdinck recently completed a two-week engagement at Las Vegas' MGM Grand. Humperdinck's latest release for the label is the single, "This Moment In Time." Pictured backstage after Humperdinck's final show are (I-r). Don Dempsey, senior vice president and general manager for E/P/A; Humperdinck; Lennie Petze, vice president of A&R for Epic; Paul Smith, senior vice president and general manager of marketing for CBS Records; and Jim Tyrrell, vice president of marketing for E/P/A.

## WKTU Nearly Missed Disco Beat, According To Taplinger

by Charles Paikert

NEW YORK — WKTU-FM's phenomenally successful transition to an all-disco format nearly didn't happen at all according to Sylvon Taplinger, vice president of SJR Communications, the radio division of the company which owns the New York station, San Juan Racing Association.

The station had been moderately successful with its "mellow sound" format, which was instituted in Feb. 1975, Taplinger recalled. However, in 1977, WYNY-FM, the NBC Radio Network affiliate in New York, began to program a similar type of "soft rock" format.

This move, Taplinger said, "took away a vital portion of our audience, and we plateaued out aftwards. WYNY made the mellow sound marginal for us in profit terms. But if we had been the only soft rock station in the market, I'm sure we would still

## CBS Artists Get Record Number Of Certifications

NEW YORK — CBS Records garnered an industry-leading total of 81 gold and platinum certifications by the RIAA in 1978.

The Columbia, Epic, Portrait and CBS Associated Labels together achieved 27 platinum and 54 gold certifications, representing 23 different artists who were awarded platinum records and 40 artists who earned gold records.

Columbia Records artists Aerosmith, Blue Oyster Cult, Chicago, Neil Diamond, Journey, Kenny Loggins, Willie Nelson, Johnny Mathis, Paul Simon, Barbra Streisand and Bruce Springsteen earned platinum records in 1978, as did ARC/Columbia artists Earth, Wind and Fire and Epic Records artists Heatwave, Boston, Ted Nugent, REO Speedwagon, Meat Loaf (Cleveland International) and Dan Fogelberg and Tim Weisberg (Full Moon). Also earning platinum were Philadelphia International Records artists The O'Jays and Teddy Pendergrass; Portrait artists Heart; Kirshner Records artists Kansas; and T-Neck Records artists The Isley Brothers.

CBS's 81 certifications in 1978 represent the largest number of gold and platinum certifications achieved by one company in a single year. In 1977, CBS Records had 21 platinum and 46 gold records certified by the RIAA.

have that format today."

But, by last July, it had become apparent to Taplinger and his partner at SJR Communications, Eddie Cossman, that WKTU-FM was "going nowhere." The two men held a conference and decided not to wait to change the format in December, when the next Arbitron ratings were due to come out, but to make a switch immediately.

WBLS Success With Disco
Over the weekend of July 22, Taplinger and Cossman decided to shift WKTU to an all-disco format. "One of the thoughts we had was that WBLS-FM had high ratings, and they programmed many disco-type songs. We also considered the success of 'Saturday Night Fever,' but more inportantly, no thought that the country was really ready for up-tempo music. There was just too much dead-ass music on the air, and rock in particular had become very down," Taplinger stated.

"Basically," Taplinger continued, "we wanted to give people a happy feeling within the context of a lively, danceable beat." After making the decision, Taplinger and Cossman contacted programming consultant Kent Burkhart, who had already worked with SJR at radio station WSP-FM in Philadelphia. Ironically, Burkhart initially resisted the disco format, instead of urging Taplinger and Cossman to install a "Superstars" format on WKTU.

But at SJR's insistence, Burkhart quickly devised an all-disco format, and he was soon introduced to Wanda Ramos, the for-

## Growth Of Rack Sales Accelerating

NEW YORK — The extraordinary growth of sales for rack jobbers in the record industry has been selected as the subject of a special pamphlet issued by NARM, titled "The Rack Jobbers In The Recorded Music Industry: The Growth Picture 1962-1977."

The pamphlet details the rise in rack jobbers' annual sales from approximately \$200 million in 1962 to a record \$1.6 billion in sales (at list price value) for 1977. The 1977 sales figure represented a record 20% increase of \$275 million over the 1976 sales mark, which was the greatest annual percentage gain in eight years.

The NARM study is illustrated by graphics detailing the growth of rack jobber sales and a comparison of rack jobbers' over-the-counter sales with industry volume.



DISCO STEPPIN' — As part of its current "Steppin' To Our Disco" campaign, Polydor executives recently visited one of Korvettes' record departments in New York. Shown (I-r) are: Shelly Ruden, New York branch manager for Polygram Distribution; Sal Talamo of Korvettes; Harry Anger, senior vice president of marketing for Polydor; David Rothfeld, vice president of merchandising for Korvettes; Ben Bernstein, Korvettes' national record and tape buyer; and Mario DeFilippo, Polydor's vice president of sales.



BISHOP & GWINN SIGN — Bishop & Gwinn have signed with Infinity Records and will release their debut album for the label next spring. Pictured (I-r) are: (standing) Rick Swig, director/national promotion; John Frankenheimer, Randy Bishop's attorney; Peter Gidion, vice president promotion; Ron Alexenburg, president; Stuart J. Gordon, Marty Gwinn's attorney; Bud O'Shea, vice president and general manager; Joel Newman, associate director/national promotion and regional representative west coast; (seated) Marty Gwinn and Randy Bishop

## AFTRA, SAG Begin Strike; Studios Lose Some Business

by Leo Sacks

NEW YORK — Members of the American Federation of Television and Radio Artists (AFTRA) and the Screen Actors Guild (SAG) began a nationwide strike last week when talks broke down with the Association of National Advertisers (ANA) and the American Association of Advertising Agencies (AAAA). Regular television and radio programming are not affected by the walkout, which involves approximately 35,000 members in each union.

The strike call was authorized by each union two weeks ago when membership voted that it would not accept "management's intransigence and insistence on major retrogression," according to Chester Migden and Sanford Wolff, chief negotiators for the joint union bargaining team.

The dispute stems from the agencies' request for the right to make "alternative scenes" for commercials without paying for them unless they are aired. The union claims that "alternative scenes" is a euphemism for "substitution of material" by which ostensibly different commercials would be made.

John McGuinn, a labor relations lawyer and chief negotiator for the joint policy committee representing 350 national advertisers and 157 ad agencies, said that the unions have already agreed on a \$250 minimum per commercial fee for oncamera performances, but did not indicate if a figure had been reached for voice-overs. The unions had originally asked the advertising agencies for a 26% total increase in fees, but that figure had come

## Springboard Files Chapter XI; Plans To Keep Going

NEW YORK — Springboard International has filed for reorganization under Chapter XI in U.S. District Court in Newark, New Jersey.

According to Dan Pugliese, president of the budget record company/cutout distributor., his Rahway, New Jersey-based firm will continue to do business while it works out a reorganization plan with the court. Springboard's leading creditor, Marine Midland Bank, has promised to continue financing the company during the reorganization period of the bankruptcy law, stated Pugliese.

The Springboard president said that he has no plans to drop the firm's pending anti-trust suit against Pickwick International.

down, according to McGuinn, before the talks broke off in New York on December 19. The agencies have offered a 10% increase in fees.

"We're relatively close on money," said McGuinn. "The primary conflict concerns the alternative scenes issue, which is something the unions have grossly distorted."

Meanwhile, at some of New York's established commercial studios, it was too early to tell what kind of effect the strike would have on the booking of commercial time. Harvey Gordon, manager of Automated Sound Studios, said that the earliest his facility would begin to feel the effects of the strike would be January 1. The bulk of Automated's business is commercial recording, and Gordon said that he would try and book independent label production into the studio to fill up the holes in his schedule.

## Financial Dent

Harry Hirsh president of Soundmixers, predicted that, should the strike continue, "there will be a certain financial dent in our business, though we are fortunate in that so far, a number of record companies have booked the time cancelled by the agencies."

"We might start feeling some effects in a week or so," noted Art Ward, president of A&R Studios, who complained that the issues in the strike were "too obscure" for him. "We'll start filling up the commercial time with phonograph clients for now, but for the life of me I can't figure out what this damn strike is about. And no one else I know seems to understand it either."

Index	1
Album Reviews 11	ì
Black Contemporary 29	П
Classical 23	
Classified 42	
Coin Machine News 40	
Country News & Album Chart 25	
Country Singles Chart 26	1
Disco 32	
East Coastings/Points West 10	
FM Analysis 14	
International News 34	
Jazz 24	1
Jukebox Singles Chart 40	
Latin 20	١
Looking Ahead 13	
Merchandising	
Pop Album Chart 46	
Pop Radio Analysis 18	
Pop Singles Chart 2	
Radio News 13	
Regional Programming Guide 16	
Singles Reviews 12	

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PHONOGRAM, INC.

MERCURY RECORDS AND TAPES

**Chuck Gregory** 

# **Gregory Named** Senior VP Of **Promo At Salsoul**

NEW YORK - Chuck Gregory has been elevated to the position of senior vice president of promotion for the Salsoul Records group. Gregory, who had been vice president of marketing, will now oversee all facets of radio promotion, including disco, for the RCA-distributed label. To assist Gregory in developing product exposure, eight local staff representatives are being sought in key regions where Salsoul's disco-oriented music has met with acceptance. They will work closely with the RCA branches and promotional staffs.

Gregory has an extensive history in sales, promotion, A&R, and marketing in the music business. Prior to joining Salsoul, he was vice president of marketing for Famous Music.

"There are a couple of important goals we will be working towards," commented Gregory. "The first will be to stay in close communication with RCA to let them know when a record that has been very successful in our key disco areas of promotion is ready to be crossed over to their key radio markets. The other is to get the balance of breaking a record in both our disco and radio markets. This is delicate, because if we release a record disco first, it is in danger of burning out in that market before it breaks on radio, whereas if we try to break it radio first, the disco DJs, who pride themselves on playing records first, are offended. The ideal we will work towards will be to break a record in both markets simultaneously

# Schwartz Bros. **Posts Increased** Sales, Earnings

NEW YORK - Schwartz Bros., the east coast independent distributor and record retailer, has reported increases in sales and earnings for both the third quarter and

first nine months of the current fiscal year. Sales for the nine months ended October 31, 1978, rose to \$184,164,000 from \$101,-716,000. Net income for the nine-month period were \$21.67 million, compared to \$19.66 million in the same period last year.

Sales for the third quarter of this fiscal year was \$68,031,000, compared to last year's figure of \$53,934,000. Net income for the period were \$7.73 million, up from \$7.46 million in 1977

James Schwartz, president of the firm, said that the net volume increases resulted from higher volume in both the wholesale distribution operation and the chain of Harmony Hut record outlets. During the current fiscal year, the company opened Harmony Hut stores in Cherry Hill, N.J., and Frederick and Gaithersburg, Md. The twentieth Harmony Hut unit is scheduled to open next summer in Laurel, Md.

# **Homogenization Forcing Country Charts To** Monitor Both Pop And Country Sales Figures

by Bob Campbell LE — As the boundaries between NASHVILLE pop and country music fade and as country radio stations broaden their formats to include pop-oriented singles, many buyers for sales accounts are not sure which acts or artists should be properly reported to the trades as country sales.

As a rule, buyers for sales accounts report album sales in terms of quantity with no breakdown of country or pop sales. As a result, many artists at the top of the country chart are in that position because a substantial percentage of their records are sold to consumers outside the country field. And because a single by a pop artist such as Linda Ronstadt or Jimmy Buffett receives considerable country airplay, the album will be reported country and will climb the country chart on the strength of pop sales. Therefore, many true country artists with solid sales figures fail to penetrate the top five-or-10 chart spots because country sales cannot compete with pop sales

For instance, Waylon Jennings, Willie Nelson, Dolly Parton and Linda Ronstadt have dominated the #1 position on the Cash Box Country Album chart during the past year-and-a-half. Kenny Rogers and Crystal Gayle have also charted consistently high. All of these artists sell to a much broader market than pure country buyers.

The new Olivia Newton-John LP, "Totally Hot," and the new Jimmy Buffett LP, "You Had To Be There," are current examples of pop product entering the country chart because previous singles by those artists were played on country stations. "Totally Hot" sits this week at #20 bullet while the Buffett album is at #36. Also, Dr. Hook's "Pleasure and Pain" LP sits this week at #27 after eight weeks on the chart. A survey of major record stores in Nashville revealed that each of these artists are racked under both pop and rock product in every store.

Classification Not Considered A buyer for a major national distributor (who wished to remain anonymous) said he works with a computerized printout on the top 100 selling albums of each week. Artists and acts are ranked totally according to sales which are not broken down into any classification. It is nearly impossible to determine the origin of sales, he believes.

"I can't say for sure when I give a ranking if it's straight country sales or pop because when I give someone a quote on a number one country album like Ronstadt this week, all I am going on is my national sales chart, he said. "The Ronstadt album is actually my number nine pop album this week, but it is

the first country album. These are actual ticketed sales from the field. Each of our albums go out with a computer ticket on them. When that album is sold, the ticket is torn off and mailed back to our company and punched in as a national sale.

"When you get an album up in our top fifty, you are getting more than country sales," he added. "You take Don Williams. Normally, he may peak at the top one hundred across the board on our list. But you know he is not getting much crossover sales. If you get an album like a Willie Nelson that is up in the top forty, you know he is selling to more than country people. I think it is impossible to really say what is selling country and what isn't. If you really look at your artists that you consider straight country artists, they will not get much higher than 100 on my total ranking report. I don't really consider Waylon Jennings a country artist right now.

The buyer suggested any decision to include pop artists on country charts should be up to trade magazines. And he will follow that lead.

The trades have to determine what they are looking for in terms of the chart," he said. "If they tell me they want Jimmy Buffett in terms of country reports, then I have him on my sales list, but I can't believe Buffett sells much as a country artist. To me Rita Coolidge is more country than Linda (continued on page C-19)



**TNT TIME** — MCA recording artist Tanya Tucker recently performed at New York's Bottom Line, where she showcased tunes from her new "TNT" LP. Pictured backstage after the show (I-r) are: Lynn Kellerman, MCA's east coast director of artist relations and publicity; Barry Goodman, promotion manager for the label; Tucker; Steve Gold of Far-Out Productions, and Sammy Vargas, regional promotion manager for MCA

# FBI Agents Seize Spanish-Language Tapes In New York Counterfeit Raid

NEW YORK - FBI agents last week seized approximately 1,800 pirated & counterfeit tapes at four retail outlets here as part of their investigation into the manufacture and distribution of bootleg Spanish-language 8-track tapes and cassettes.

Three of the stores were located in Brooklyn, including Casa Berinques, 100 Moore St., Marrero Record and Variety, 4424 Fourth Ave., and San German Record Shop, 89 Moore St. The fourth raid was conducted at Mary Inn Records at 839 Prospect Ave. in the Bronx.

Meanwhile, United States District Court Judge Woodrow Jones denied petitions by the General Music Corporation (GMC) and

its president, Jerry H. Pettus, for the return of tapes and equipment confiscated by the FBI two weeks ago. The seizures were part of a five-state raid on 19 sites that produced more than \$100 million worth of modern sound recording equipment and pirated sound recordings (Cash Box, December

At a hearing Dec. 18 Judge Jones ruled that the government had shown sufficient probable cause for the search warrants, and that the allegedly counterfeit recordings had been properly seized by the agents. A grand jury will soon hear evidence that Pettus committed violations of the Racketeer-Influenced Corrupt Organizations Act. Penalties could also be sought under the copyright law and mail and wire fraud statutes. If convicted, Pettus could receive a prison sentence of up to 20

# **Bunnies, Cyclists** To Promote Queen

LOS ANGELES - As part of a promotion for Queen's "Jazz" LP on Elektra/Asylum Records, Playboy bunnies will throw frisbees, redeemable for free Queen albums, into the stands of the New Jersey Nets basketball game at half-time on Jan. 5. The promotion was planned by E/A in conjunction with the Nets and Harmony Hut record stores.

Helping the bunnies distribute the frisbees will be the World Wheelers unicycle squad. In addition, 200 to 400 coupons good for a discount on the Queen album will be taped under seats of Rutgers University Gym where the game will be played. During the game an announcement will be made telling those in attendance to check under their seats for the coupons.



THE DEVIL AND THE BUSH DOCTOR — Rolling Stones Records artist Peter Tosh, whose new album is entitled "Bush Doctor," recently performed on the "Saturday Night Live" TV show, where he was joined by Mick Jagger for a duet on Tosh's single, "Don't Look Back." Pictured backstage are (I-r), standing: Jagger; Tosh; band members Robert Lyn and Sly Dunbar; Earl McGrath, president of Rolling Stones Records; Jane Rose, assistant to the Rolling Stones; band member Robbie Shakespeare; and Herbie Miller, Tosh's manager. In front are (I-r) group members Keith Sterling and Mikey "Mao" Chung



# Plan to Attend **THE Music Industry Convention**

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an audio visual presentation . . . the use of radio advertising as part of an over-all marketing strategy . . . how to create an exciting radio commercial . . . how to buy radio . . .

# Crē a'tīve mer'chan dī sing

an audio visual presentation . . . exciting in-store displays . . . utilizing manufacturer-supplied material effectively . . . artist development and tour tie-ins . . .

# lape sales: the attitude of the tape buyer

an audio visual presentation .... the results of a CBS survey of the buyers of all types of tape product .... opportunities for increased sales of tape ....

# The bar code: its feasibility and implementation

an audio visual presentation ... what is the music industry bar code ... how can the retailer, wholesaler and manufacturer benefit from its use ....

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results of tests of several in-store video merchandising programs . . . how and where to utilize it most effectively . . . implications for future merchandising directions . . .

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an in-depth review of new directions in video disc and video tape . . . opportunities for cross-merchandising with audio software , . . a new profit horizon . . .

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an audio visual presentation ... retailer of the year award ... rack jobber of the year award selection by manufacturers advisory committee . . .

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seventeen college scholarships to be awarded . . . \$4,000 to each winner, all employees or children of employees of member companies . . .

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welcome participants at all convention sessions . . . dr. art ulene on "sometimes medicine isn't always the best medicine" . . . tennis clinic and tournament . . . running and aerobics sessions . . . luncheons . . . cocktails . . . . dinners . . . shows . . .

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MATTHEW SHAKES IT AT ROXY — Mushroom recording artist lan Matthews of a yed the Roxy in Los Angeles recently in support of his new album "Stealin' Home" and single "Shake It." Pictured (I-r) are: Shelly Siegel, vice president, Mushroom; C. Charles Smith, president of Pickwick International; Susie Gershon, Mushroom director of artist relations and assistant to the vice president; Wink Vogel, Mushroom Records Canada; Bill Shaler, Pickwick Los Angeles branch manager; Matthews; John Saltstone, M.S. Distributors and Sandy Roberton, producer

# RIAA Issues Bulletins On Record Standards

NEW YORK — The Recording Industry Association of America has revised two of its previously published bulletins, dard Recording and Reproducing Characteristic" (Bulletin E-1) and "Disc Phonograph Records For Home Use' (Bulletin E-4)

# Revisions

The basic revision to the E-1 pamphlet is the extension of the response curve to 20Hz and 20 Kilohertz. The revised E-4 Bulletin incorporates metric as well as English units of measure, and the use of decimals rather than fractional dimensions. In addition, standards for 78-rpm discs and serration standards for 45-rpm discs have been deleted from E-4.

# Statler, Rush Albums **Receive Gold Awards**

NEW YORK - Two Phonogram, Inc./Mercury albums have been certified gold. They are "Hemispheres," by Rush, and "Enter-tainers... On And Off The Record" by the Statler Brothers

# WCI Sells Its Stock In Nat'l Kinney Corp.

NEW YORK - Warner Communications has sold its entire stock ownership in National Kinney Corp. for an aggregate of \$8.2 million. The sum included a repayment of all indebtedness due to WCI from NKC incurred through Sept. 30, 1978. Indebtedness incurred during the current quarter will be paid on Dec. 31, 1978.

In simultaneous transactions, WCI sold all of its common and preferred shares of NKC to a partnership for \$1 million. NKC's long-term bank debt was refinanced and an aggregate of \$7.2 million of indebtedness from NKC to WCI was repaid in cash

# Jim Armstrong Named At Hansen Publications

LOS ANGELES - Jim Armstrong has been appointed national retail manager for Hansen Publications, a songbook and sheet music firm. Hansen is in the process of rebuilding its Keys line, and has issued a folio titled "'You Needed Me' and Other International Hits," which also features such songs as "You Don't Bring Me Flowers" and "Ready To Take A Chance Again.

# femme fatale is all he needs. . .



... to measure his heroic deeds

# EXECUTIVES ON THE MOVE



**Firchuk** Gersh Trencher Trencher Promoted At Tomato — The Tomato Music Co. has announced that Irving Trencher has become the national sales manager for the label. He initially joined Tomato as southeastern sales manager. His career includes the position of vice presi-

manager for MGM; as well as director of marketing for Neighborhood Records. Gersh Appointed At EMI — Gary Gersh has been appointed national album promotion manager at EMI America Records. Previously, he served as the northwest and southeast regional promotional manager at EMI America and as a customer service

dent of sales at Tortoise Records; national sales manager for Polydor; national sales

representative at Capitol

CBS Announces Two Appointments — CBS Records has announced the appointment of Jeff Lyman to manager, promotion, Columbia Records, Nashville, and Rich Schwan to manager, promotion, Epic/Portrait/Associated Labels, Nashville. Coming out of Western State University in Colorado, Lyman joined ABC/Dunhill in Denver in local promotion. He later moved to a similar position at MCA Records in Denver, Atlanta, and Los Angeles, where he was most recently director of pop/adult promotion. Prior to joining CBS Records, Schwan attended the University of Missouri and held sales management positions in the St. Louis area. In 1975 he joined CBS as a salesman in the St. Louis branch and in 1976 was named E/P/A local promotion manager for that market. Firchuk Named At Columbia — Luba Firchuk has been named as associate director. national promotion administration, Columbia Records. She has held various positions in the Columbia Promotion department, the most recent being manager of promotion

RCA Names Connors — The appointment of Mary Beth Connors as manager, branch sales, New York, was announced by RCA Records. She joined RCA Records in 1966 as administrator, merchandising services. For six months in 1972, she was administrator, sales, then she was appointed field sales representative.

 ${\tt ABC\ Taps\ Gordon\ --}\ {\tt ABC\ Records\ has\ announced\ the\ promotion\ of\ Dennis\ Gordon\ to}$ east coast regional director of promotion, special markets. He comes to ABC from 20th Century Records as their northeast promotion director. Prior to that, he was the national secondary promotion director for Roulette Records.

Raskin Appointed At CBS — CBS Records has announced the appointment of Gary

Raskin as coordinator, radio advertising, Gotham Advertising. He will be responsible for all facets of the distribution of tapes to radio stations, branches and special mailings and will coordinate the activities between Gotham Advertising and CBS Records' tape vendor, Hit Factory





Wright Raskin Steinberg Exits Zamoiski — Jerry Steinberg, manager record and tape distribution, Zamoiski Co., Baltimore, Md. has departed that post. His future plans will be announced. He was employed in this company for over 19 years in various management posi-

**Wright To NARAS** — Shelly Wright joins the national staff of NARAS (National Academy of Recording Arts & Sciences) in Burbank as administrative assistant to the executive director. Wright, formerly with NTA in New York, replaces Carolyn Knutson who leaves the Recording Academy after the Grammy Awards in mid-February to live in

Heath To Bee Gee — Chip Heath has joined Albany, New York based Rack-Retailer, Bee Gee Records as merchandise manager/senior buyer. He is back at Bee Gee after leaving in 1974 for stints with MCA Records and most recently exiting GRT Corporation where he was the northeast divisional sales manager.

Campana Upped At First American — Tanya Campana, broadcast and direct marketing coordinator for First American Records, Seattle, has taken on additional duties as production manager for the labels as well. Campana joined First American this year after being with GRT, Sunnyvale.

Changes At Bradley — John Lesnick has been promoted to art director of Bradley Publications. He had been an artist with the company for the past two years. Laura May has been named production director of Bradley Publications. She was formerly administrative assistant to the company's president and vice president.

Levy Named At Wax And Associates — Ken Levy has been named to the promotion department of Morty Wax Promotions, a division of Morton Dennis Wax and Associates. Among Ken Levy's responsibilities is the national promotion of Columbia Record's Streisand/Diamond "You Don't Bring Me Flowers" instrumental and the promotional campaigns for Spring/Event, the broadway show "Platinum" and "The King Of The Gypsies

# Git Down Productions Opened By Sam Brown

LOS ANGELES — Git Down Productions, a new Los Angeles-based record production company, has been formed by former Motown staff producer Sam Brown III. Brown is currently in the studio producing albums by Al Wilson and St. Luther.

# Orange Bowl Sets KC

LOS ANGELES — KC and the Sunshine Band will perform their single "Who Do Ya (Love)" during halftime at the Orange Bowl football game on New Year's day. The event will be telecast over the NBC network beginning at 10 a.m. (Pacific Standard Time). More than 80,000 people are expected to attend the game.

# EAST COASTINGS

UNWRAPPING AND UNRAVELING — The gifts, cards, parties and season's spirits have taken their toll by now, but somehow, a little bit of news remains for the end of the year . . . Some reports have it that a movie version of "You Don't Bring Me Flowers" will be made, starring — who else? — Barbra Strelsand and Neil Diamond . . One damper on the Christmas spirit was the Cat Stevens song, "New York Times," which got banned from WPIX radio because it knocks the Big Apple . . . And Down Under in Australia recently, Elvis Costello refused to do an encore in Sydney because he considered the audience reaction "too mechanical." The fans, however, thought they deserved more than an hour's worth of music for their money, and they pelted the stage with broken seats and other flying objects while chanting "Elvis loves his money" and "Costello is a capitalist."



MUDDY IN LONDON — CBS Records recently hosted an informal dinner for Muddy Waters to welcome him to the U.K. Waters and his band were special guests on the Eric Clapton tour and the bluesman reciprocated by having Clapton as special guest at dinner. Pictured (I-r) are: Maurice Oberstein. CBS U.K. chairman; Waters and Clapton

cellent interview with Eric Clapton in the December 9 issue of Melody Maker conducted by Chris Welch. One incident Clapton relates is the time he spent in the L.A. County jail with three Black Panthers. "I was busted for being in a place where smoke was being used. It was with Buffalo Springfield and they all got done. Neil Young had a fit, because he had a history of epilepsy . . . One night of that was hell. Clapton recalled that he was wearing his "psychedelic gear and boots," which the cops left on when he was put in the cell with the Panthers. "It was like I was a punk, y'know? I just had to keep talking and tell them I was English and didn't really understand what was going on, but I played

CLAPTON SPEAKS - There's an ex-

blues guitar and dug Willie Dixon, and Muddy Waters, and Bo Diddley and Chuck Berry. It worked — it cooled them out — just about." And when asked why he's still on the road after all these years, Clapton answered by "signalling with his eyes at the girls sitting across the room."

DISCO MEANS WHATEVER YOU WANT IT TO — As the year draws to a close, one new record may well be indicative of the way things have been going in the music business: called "Disco Saturday Nacht," it combines classical chestnuts with a disco beat for an album that may well catch on in the nation's dance palaces. The highlight of the album is "Love In A Turkish Bath," an adaptation of Beethoven's "Turkish March." Also included are versions of music by Mozart, Strauss, Shubert and Haydn. The album is on MMG, and is produced by "Bugs" Bower and arranged and conducted by Angelo Dipippo.

**END IT RIGHT** — Some nice choices of musical ways to bring in the New Year in New York: at the Symphony Space at Broadway and 95th — Dec. 30 — **Cecil Taylor** and **Sun Ra(!)**... **Jack DeJohnette's** Directions at 159 Bleeker St. Dec. 29 and 30 and **Al Jarreau** at Avery Fisher Dec. 30 and 31. **charles paikert** 

POINTS WEST — **STEP INTO CHRISTMAS** — With 1979 coming in a matter of days, it seems appropriate to focus some attention on holiday happenings. On the record scene, it appears that the **Eagles**' "Please Come Home For Christmas" is turning into the biggest yuletide hit in years, having leaped into the Top 30 in only four weeks. In the '50s and early '60s, there were numerous Christmas-related hits each year, from **Eartha Kitt's** spicy "Santa Baby" and "The Chipmunk Song" by **David Seville's** unforgettable **Alvin and the Chipmunks**, to **Brenda Lee's** "Rockin' Around The Christmas Tree" and "Jingle Bell Rock" in the early portion of the 1960s. There have been some scattered releases this decade, from **John Lennon's** "Happy Christmas" of 1971 and **Elton John's** "Step Into Christmas" in '73, through the **Kinks**' "Father Christmas" and one of the great period records of 1977, "It's Gonna Be A Punk Rock Christmas" by the **Ravers**. But the Eagles record has received the biggest chart success in years and Elektra/Asylum reports it is selling as well overseas as it is here.

KEEP THOSE CARDS & LETTERS COMING — We also wanted to point out some of the more unusual greeting cards that have come to our attention. Warner Bros. Records should take a bow for its clever press kit of Santa Claus, including photos and a bio of the grand old man of Christmas. (Some of Santa's reminiscences from past years are quite noteworthy.) Cleveland International also deserves a hand for making a donation in the names of those on their Christmas list to the Henry Street Settlement House in New York City in lieu of a present . . . Infinity Records' first Christmas card is graphically fascinating, with a huge Infinity logo partially buried during a snowstorm of tiny Infinity logo-snowflakes. Portrait Records' card has artists' sketches of the label's staff members on the front and inside, with the message, "Play our records . . . or we'll burn your tree" . . . And International Automated Media (which is presenting the Dec. 27 Cheap Trick show at UC Irvine) sends a card with a photo of the staff dressed in full Civil War-era regalia.



AYERS OPENS FOR PRYOR — Currently on tour with Richard Pryor is Roy Ayers, supporting is current LP "Step Into Our Lives" Pictured (I-r) Richard Pryor and Roy Ayers.

BACK TO BUSINESS — Turning to the regular day-to-day happenings, mer Journey drummer Aynsley Dunbar has joined Jefferson Starship on a permanent basis, replacing John Barbata At Bruce Springsteen's Winterland show (which ran more than three-anda-half hours, not including intermission) he kicked off the concert with a rendition of the rockabilly classic "Good Rockin" Knack drummer Bruce Gary drove the 450-mile L.A.-San Francisco trip to catch Springsteen's Friday night show, then returned the following day to play an L.A. gig. When asked why he made the drive, Gary replied, "Why not?" The group apparently has a verbal agreement with Capitol Records and is expected to sign with the label shortly.

(continued on page 45)

# ALBUM



The film of the legendary Man of Steel is the talk of the season and John Williams' score is so dynamic that sweeping orchestral flares alone are enough to conjure up images of Krypton's most famous resident. Because Williams has, through the various themes, given Superman as strong a musical identity as he created for "Star Wars," this soundtrack is likely to head up the charts at a pace greater than that of the proverbial speeding projectile.



# CLEAN — Edwin Starr — 20th Century-Fox T-559 — Producer: Lamont Dozier — List: 7.98

Already a large disco success due to the single "Contact," "Clean" is also beginning to garner extensive R&B and pop activity. This veteran R&B vocalist has successfully made the transition into disco, and with the production help of Lamont Dozier and the stellar session backing of David T. Walker and James Gadson, Starr has concocted a richly impressive album. Starr's aggressive tenor is in top form here, displaying a versatile, expressive vocal range.



# MY OWN HOUSE — David Bromberg — Fantasy F-9572 — Producer: David Bromberg — List: 7.98

On his fourth Fantasy outing, David Bromberg sticks primarily to a folk-flavored, acoustic-based format. "My Own House" offers a variety of acoustic styles, including a bluegrass fiddle arrangement of the traditional Scottish title cut, as well as the rural blues of "Early This Morning." Also including unique renditons of "Georgia On My Mind" and Phil Spector's "To Know Her Is To Love Her," this album reveals another musical side of this versatile artist.



# LOVE VIBRATIONS — Joe Simon — Spring/Polydor SP-1-6720 — Producers: Norman Harris, Ron Tyson and Joe Simon — List: 7.98

This album marks Simon's reunion with producers Norman Harris and Ron Tyson, and the result is a consistently engaging work which exhibits full-bodied arrangements, spirited female background vocals, and of course, Simon's aching baritone voice. Most of the tunes here are in an upbeat disco/R&B vein, highlighted by the title track, "Somebody For Everybody" and "Going Through These Changes."



# DON'T TAKE LOVE FOR GRANTED — Lulu — Rocket BXL1-3073 — Producers: Mark London and Lem Lubin — List: 7.98

Don't take Lulu for granted either. Just when she was about to become an entry in the '60s chapter of rock's history book, we now have an album with a new, refreshing approach. Utilizing a variety of tasty MOR/disco formats courtesy of Eiton John's pen (among others) and the Tarney/Spencer back-up machine, Lulu seems destined to repeat her former triumphs with a verve and style befitting one of pop music's more exciting vocalizers and song interpreters.



# FLY ME ON THE WINGS OF LOVE — Celi Bee — A.P.A./TK 77003 — Producer: Pepe Luis Soto — List: 7.98

Celi Bee adeptly sings in a sultry, willowy style which provides an inviting focal point for this collection of elaborately-arranged disco numbers. Synthesizers, strings and brass abound on this effort, which spotlights the three-act, 13-minute title track on side one. Bee also demonstrates her ability to effectively sing ballads, as witnessed by "Can't Let You Go" and "You're The Best Thing." For disco and pop playlists.



# THE JOE BROOKS GROUP — Atlantic SD 19206 — Producer:

Joe Brooks — List: 7.98

Joe Brooks has been a one-man, two-industry hit factory of late and this Atlantic release includes themes and songs from both "You Light Up My Life" and "If Ever | See You Again." Brooks has done much to raise the standards for standards but the absence of a fully capable lead vocalist renders this collection a little tepid compared with other fine cover versions of his Oscar winning music. For MOR formats.



# MYSTICISM & ROMANCE — Tony Newton — NCI Records 5001 — Producer: Tony Newton — List: 7.98

Tony Newton is a bassist/lead singer/flutist who on his new album emerges with an adequate, synthesized-funk formula. "Mysticism & Romance" contains seven numbers, five of which are hard-core funk and two which are instrumentals. "Mystic Pipers" might be the album's top tune, featuring an interesting flute solo by Newton. The LP's overly flamboyant liner notes written by Newton will turn off a few mainstream R&B fans, but this album is a notable, diverse effort.



# THE MAGIC OF LASSIE (Original Soundtrack) — Various Artists — Peter Pan 155 — Producer: Irwin Kostal — List: 7.98

This soundtrack album features a variety of musical performances, ranging from intimate, orchestrated ballads sung by Debby Boone. lightweight upbeat tunes by the Mike Curb Congregation, and novelty works by Jimmy Stewart and Mickey Rooney, who are Lassie's co-stars in the film. With the exception of Debby Boone's three numbers, this album clearly has limited pop/MOR potential, but lovers of the motion picture may find this LP appealing.

# SINGL ES

# FEATURE PICKS

LITTLE RIVER BAND (Harvest/Capitol P-4667) Lady (3:31) (Screen Gems-EMI Music — BMI) (G Goble)

This ballad has a swirling piano line introduction which is joined by a slow but firm beat and lower register strings. Topped by high, clear vocals, the track, taken from the "Sleeper Catcher" album, is bolstered by a well-stated guitar break. A smooth and inviting ballad, the track is suited to pop playlists.



THE BABYS (Chrysalis CHS 2279) Every Time I Think Of You (3:45) (X-Ray Music/-Jacson Music — BMI) (R. Kennedy/J. Conrad)

"Head First" is the name of the Baby's forthcoming Chrysalis album. This first single opens with emotional piano playing by Jonathan Cain and matching singing by John Waite. The mood moves upbeat when the orchestration and drums kick-in. Waite and a Babette share exciting trade-off singing. Top 40 material.





10cc (Polydor PD 14528)

For You And I (3:39) (Man-Ken Music - BMI) (E Stewart/G. Gouldman)

'Dreadlock Holiday," the first single from the "Bloody Tourists" album could not muscle its way into the Top 20 but this track stands a better shot. A spirited ballad, this track is included in the soundtrack from the "Moment By Moment" film. A fine production and good singing make this interesting pop.



O'JAYS (Phil, Int'l/CBS ZS 8 3666)

Cry Together (3:43) (Mighty Three Music — BMI) (K. Gamble/L. Huff)

This Gamble & Huff tune has a beautiful flute, electric piano and strings introduction to a story about a relationship which is suffering a lack of communication. Strong, distinguished singing set the pace in this excellently produced single which is suited to R&B and pop playlists.

ANDY WILLIAMS (Columbia 3-10878) Love Theme From Oliver's Story (3:46) (Famous

Music - ASCAP) (F. Lei/J. Korty)

Subtitled "The Music's Too Sweet Not To Dance," this track is from the film follow-up of "Love Story." Backed by strings, singers and easy but strong beat, Williams delivers one of his finest performances in some time. The up-to-date production gives him room to sing powerfully. Top 40/MOR shot



JEAN CARN (Phil. Int'l./CBS ZS8 3667) There's A Shortage Of Good Men (3:03) (Mighty

Three Music — BMI) (K. Gamble/I. Huff)
"Happy To Be With You" is the name of Carn's album and this single ought to make R&B and disco programmers happy to be with her. Conga undercurrents, circling bass line, rhythm guitars, rumbling sax and fine singing make this a fine song. Excellent sax solo. Check this one out.





EMOTIONS (Columbia 3-10874)

Walking The Line (3:50) (Saggifire Music/Alexscar Music — BMI) (M. White/S. Scarborough)

"Sunbeams" is the name of the Emotions' latest and this single from the LP has a lazy day pace and pretty upward movement in vocals. Musical reminiscent of work by Barry White, the track fuses old and new. Suited to R&B, pop lists.



VALERIE CARTER (ARC/Columbia 3-10881) Da Doo Rendezvous (3:38) (Rondor Music/Fair Music) (Almo — ASCAP) (A. Fairweather Lowe)

"Wild Child" is Carter's second album and this single from that album features her bright, childlike vocals and a remixed arrangement of strings, perky beat and a fine passage of doubled jazz guitar solo and scat singing. Worth pop attention.

# SINGLES TO

POCO (ABC AB-12439)

Crazy Love (2:55) (Pirooting Pub. — ASCAP) (R. Young) Poco's line-up has changed throughout the years but the sound has remained an interesting amalgam of country, rock and progressive influences. This ballad about love features fine harmony singing, bright acoustic guitar, strings and moderate beat. Top pop shot.

T-CONNECTION (Dash/TK 5048)

At Midnight (Shern Pub./Decibel Pub./T-Conn — BMI)

(T. Coakley/D. Mackey)

This effort by T-Connection is a strong contender for disco and R&B attention. Steady beat, rhythm guitar, punctuating horns, strings and outgoing singing make this a good spin. The keyboard break is funky and engag-

CARL PERKINS (Jet/CBS ZS8 5054)

Blue Suede Shoes (2:44) (Belinda Music — BMI) (C. Perkins)

"OI' Blue Suede's Back" is the name of Perkins' latest album. It is also the signal of his intentions. The passage of years has a way of mellowing rockers but this classic remake still smacks of a rollicking good time. This is what rock n' roll was all about. Many of us have forgotten. Suited to be programmed as a top pop reminder.

JIMMY BO HORNE(Sunshine/TK 1007) Spank (3:24) (Harrick Music — BMI) (R. Smith)

Jimmy Bo Horne who made a name for himself with "Dance Across The Floor" delivers another vigorous track which ought to garner disco and pop action. The Spank has become an underground dance and this track may cash in. Ringing rhythm guitars, percussion touches and backing singers make it work.

ALONZO TURNER (LA Records LA-DCP-0025)

Whoever Said It Part 1 (3:39) (D. Ann Music/Dichene

Music/Senta Music — ASCAP) (A. Turner)

LA Records is Dave Crawford who scored as the writer of "Victim" by Staton. Turner, who is signed to the fledgling label, is a talented artist. This track has a conga and bass underpinning which will make it appeal to R&B/disco. Flute adds a nice touch. Interesting vocals. Check it out.

JOHN DAVIS & MONSTER ORCHESTRA

(Columbia 3-10886)

Ain't That Enough For You (3:28) (Midsong Music/Mideb Music/John Davis Music — ASCAP) (J. Davis)

CBS recently signed a deal with the SAM discooriented label in N.Y. This record was a major reason for the signing. Having created strong disco play with its driving rhythms and bright female vocals, CBS is hoping to cross this to R&B and pop. Worth a spin on discoflavored formats

GARY'S GANG (Columbia 3-10884)

Keep On Dancin' (3:45) (Mideb Music/Eric Matthew -ASCAP) (E. Matthew/G. Turnier)

This is the record SAM Records was holding in the can to entice CBS into its recently signed deal. Handclap beat, percussion embellishments, electric piano, strings and a warm colloquial chorus makes this a cinch on disco and other interested playlists. Good singing, R&B and

LOUISE MANDRELL (Epic 8-50651)

**Everlasting Love** (2:52) (Rising Sons Music — BMI) (B. Cason/M. Gayden)

ABC and Epic have decided to lock horns during this holiday season with different versions of this classic Mandrell's version is a loyal remake with sweeping strings, piano parts and strong bass underpinnings. The lead vocals are smooth. Suited to R&B and pop lists.

NARVEL FELTS (ABC AB-12441)

Everlasting Love (2:37) (Rising Sons Music — BMI) (B. Cason/M. Gavden)

Narvel Felts has a unique trembling voice. This track from the "One Run For Red Roses" album is a remake of the song which was a hit years back for Ronnie Dyson. Strings, backing singers and smooth rhythm section make this a pop candidate.

**GEORGE MCCRAE** (TK 1032)

I Want You Around Me (3:20) (Sherlyn Pub./Harrick Music — BMI) (H.W. Casey/R. Finch/T. Thomas)

Bright strings and tumbling drum beat lead into this ballad. George McCrae's singing is characteristically strong. An interesting sax solo adds depth.

The kick changes and good melody make this well suited to R&B lists.

JOHNNY CASH (Columbia 3-10888)

I Will Rock and Roll With You (2:50) (House of Cash -BMI) (J. Cash)

Johnny gives the uninitiated who were too young to remember the roots of rock a lyrical tour on this single from "Gone Girl." Johnny doesn't fool himself; he has never really played anything but country. But this track has a shuffling beat, boogle plano fills and Berryesque guitar licks. Suited best to country lists. SANDRA FEVA (Venture V-103)

If You Want It, You Got It (3:29) (Barcam Music - BMI)

Sandra Feva is a solid singer and this track from the new Venture label is a fast stepping track that ought to appeal to R&B and dancing formats. Swirling rhythm guitars, percussion embellishments, horns, strings and the lead and backing vocals makes this a good add Good synthesizer line.

THE INDEPENDENT MOVEMENT (Polydor PD 14524)

I Wanna Try (3:30) (Ackee Music/Uncle Doris Music ASCAP) (P. Wingfield)

This track from the "Slippin' Away" album is a silky ballad with an upfront soulful vocal and backing electric piano, bass and strings. Gentle and flowing, this track is suited to R&B lists.

**BEBE & DONNIE SINGER** 

(Crown Point Records CP 2001) **Lady Rhythm** (3:18) (L.A. Music — ASCAP) (D. Singer)

This track from Crown Point Records is a professional job with a perky, danceable beat and delicate singing by the Singer team. Strings, steady high-hat work, rhythm guitars and handclaps make this appeal to pop and dancing lists. Flip-side "Bi-Cycle" moves at a faster clip. CRACK THE SKY (Lifesong ZS8 1782)

Am The Walrus (3:30) (J. Lennon/P. McCartney)

Beatles' remakes are open to a wide-range of criticism from being too derivative to being unloyal. This remake of the classic from "Magical Mystery Tour" is a loyal rendition. There is nothing new here but the track is still

# RADIO NEWS

# AIR PLAY

MAYOR GETS HER KICKS ON WKIX — When Mayor Isabella "Boom Boom" Cannon accepted an invitation to host her own one-hour morning drive program on Top 40 rocker **WKIX**/Raleigh, MD **Ron McKay** thought the 74-year-old grandmother would do a staid hour of old oldies. But much to everyone's surprise, "Boom Boom" came off like a veteran jock, playing contemporary chartmakers and '60s R&B classics, ripping off a hit LP, giving the time and weather and talking up the music.

The mayor used her playlist and intros to express her political philosophy as well as entertain listeners. To explain the happenings at the City Council, "Boom Boom" played the Four Tops classic, "It's The Same Old Song." She summed up her feelings during Council meetings with the Brothers Johnson's "Ain't We Funkin' Now," which was dedicated to the Council. She expressed her support of the upcoming Raleigh liquorby-the-drink referendum by cueing up a golden oldie, "Nip Sip," by The Clovers. "I Love The Night Life" by Alicia Bridges was offered by the mayor as a personal statement and she closed by dedicating the final song to her constituency, Lou Rawls' "Groovy People.

WHO NEEDS NEWSPAPERS — In St. Louis, the newspapers have been on strike for several weeks, leading many advertisers to step up or begin radio ad campaigns. Although ad increases have not been as great as some had anticipated, sales people at two of the Gateway City's top music stations confirmed the benefit of the strike to radio.

'We've found that regular advertisers have increased their advertising, but we've had only a modest inquiry from new accounts," says KSHE sales manager Ed Goodman. "But it doesn't matter much to us anyway because we've already sold out and we wouldn't compromise our audience by increasing our commercial load."

"There's been some increase, but not as much as we had anticipated," reports Donna Anderson, a KSLQ account executive. "If the strike continues I think we'll see more direct retail advertising.

**DEREGULATION NOW** - Following FCC Commissioner Tyrone Brown's

endorsement of NAB president Vincent Wasilewski's "declaration of indepen-

dence for radio broadcasters," the NAB

has requested that the Commission ask

for comments on a number of proposals

advanced by Brown. These include

repeal of commercial time regulations.

repeal of the 1976 "Primer on Ascertain-

ment of Community Problems by Broadcast Applicants," repeal of non-

entertainment programming regula-

tions and repeal of all program log rules.

In its petition the NAB also made

reference to a recent General Ac-

counting Office study which singled out

the FCC as the leader in imposing bur-

densome paperwork requirements, es-



JONES AND LYLE HIT PHONES recording artists Gloria Jones and Bobby Lyle help with phone work for radiothon recently held to raise money for the United Negro College Fund. The fund raising event was co-sponsored by KDAY and KACE in Los Angeles. Pictured (I-r) are; Gloria Jones and Bobby Lyle.

timated at 30 million man-hours annually.

STATION TO STATION — KWST/Los Angeles (K-West) is continuing its effort to establish its Sunset Strip New Year's Eve celebration as an annual institution to rival New York's Times Square midnight countdown. This year K-West's "Times Square West" will include an electronic billboard countdown, searchlights, prizes, celebrity guests, clowns, jugglers and station personalities. At midnight, 5,000 colored balloons will be released from atop the Whisky, where The Babys will be doing a midnight show. The proceedings will be broadcast live.

Rock stars have been popping up at stations from coast to coast . . . Queen's Freddie Mercury did his first on-air interview in years at CHUM/Toronto recently . . . Rolling Stone Mick Jagger did a phoner with MD Tom Nast at WBBF/Rochester, and the station gave away Stones albums as well . Melissa Manchester stopped by KAAM/Dallas...WFTQ/Worcester (14Q) hosted Harry Chapin recently...And RCA's Triumph visited WABX/Oak Park, MI.

Top-rated KMET/Los Angeles welcomed DJ B. Mitchel Reed back on the air Dec. 15.

The Beamer is recuperating from double by-pass surgery and will make a slow, but steady on-air return

NEW JOBS — Frank Holler, formerly of WDAI-FM/Chicago, has been appointed PD of WKLS-AM-FM/Atlanta. Also at WKLS, Rich Piombino has been named music/promotion director and Debbie Garner is the new director of research . . . At the new Kicks 104 in Nashville, Steve Denton has been appointed MD ... Dan Ingram, a fixture at WABC/New York the past 18 years in the 2-6 p.m. slot, has signed a new five-year multi-media contract with ABC, Inc. In addition to continuing his on-air shift, Ingram is expected to make TV appearances and contribute pieces to ABC publications...Former midday personality **John Reed** has been promoted to PD at **WHHY (Y-102)** in Montgomery. His midday slot will be filled by Kris O'Kelly, who returns to WHHY from Z-93. The station has also promoted Jennifer Reed to news director . . . Bill Watson has been named vice president/special features division for Drake-Chenault. Watson is returning to Drake-Chenault after four years as associate PD with KMPC/Los Angeles

Lynnsey Guerrero has replaced Guy Heston as writer and producer of "Record Report," the syndicated radio series hosted by Robert W. Morgan. Guerrero was previously syndication director with Inner-View. Heston is now with the Southern California Rapid Transit District ... WNBC/New York has added Larry Sacknoff, WNBC-TV weekend sportscaster, to its morning show for sports reports ... Loret Cusworth is the new San Francisco sales rep and account executive at KXRX/San Jose

There are three openings at WKIX-WYYD/Raleigh. WKIX is looking for a top morning personality, offering "great pay, benefits, security." Tapes and resumes to operations manager **Bob Bolton**, P.O. Box 12526, Raleigh, N.C. 27605. An assistant chief engineer for **WKIX**, class II DA and **WYYD**, class C FM is also needed. Resume to chief engineer Greg Rogers, above address. An on-air morning anchorperson is needed, too. Tapes, resumes and references to Steve Shumake at the same address

TRIVIA DEPT. — The recent Arbitron Radio Coverage Study uncovered all kinds of fascinating data. For example, did you know there are 38 stations reaching listeners in all the counties of their respective states. All fall within six states, Alaska, Hawaii, Connecticut, Delaware, Rhode Island and Wyoming. ioev berlin

# **WKTU Nearly Missed Disco** Beat, According To Taplinger

mer music director at WBLS, who joined Burkhart's staff as programming consultant. Immediate street reaction to the new disco format, which debuted July 24, was positive, Taplinger recafled, but, he added, 'skeptics said it would be short-lived.'

# Ratings Zoom

The skeptics were wrong. By October, even veteran — and usually cynical — New York promotion men were claiming that the station's success was unprecedented in New York radio history. And in the middle of December, when the Arbitron ratings were released for October/November, WKTU emerged with an astounding 11.3 overall average quarter hour rating, topping perennial market leader WABC, which registered a 7.1 average quarter hour

Significantly, WKTU beat WABC in the demographic range of listeners aged 18-34, and also swamped WABC in the battle for teen listeners, covering a 29.5 share of teens, compared to WABC's 14.6 share. WKTU's popularity proved nearly devastating to WBLS, which slipped from a 7.7 share in July/August to a 3.1 average guarter hour share for October/November.

Taplinger stated that one reason for WKTU's success was the fact that the sta-

# TM Names Nickell **New Division Head**

LOS ANGELES - Ron Nickell, vice president and general sales manager of TM Programming for the past five years, has been named vice president and general manager of TM Special Projects, a new division within the company. TM Special Projects will market the company's "Album Greats: A History of Album Rock," currently being produced in Los Angeles by

Goodphone Productions.

TM Special Projects will also market other specials such as "The Evolution of Rock," and will branch into areas such as airline programming, custom projects and other areas that are complementary to TM Programming. The parent company programs more than 250 radio stations with

tion has transcended the "black" identification associated with WBLS. "I think it's significant that we're going across the board," Taplinger said, "because this type of music has an appeal to everybody. In fact, we've even kept some of the DJs who were with us on the mellow sound, so we don't have a norrow identification.

Taplinger also conceded that SJR's heavy promotion of the station, using the slogan "Disco 92" on buses, subways, billboards and television has contributed to the station's rise in the ratings. But, Taplinger asserted the fundamental reason for WKTU's success has been rooted "in the fact that disco is here to stay. The skeptics are still among us, and they say that disco will be short-lived. But we believe that disco will broaden out. There are many new fans who are still coming aboard, and immeasurably more potential listeners. While we're prepared to change with the public's mood, we're convinced that disco music will be here for a long time.

# Viacom<sub>·</sub>Sonderling Merger Approved

LOS ANGELES — In separate meetings, shareholders of Viacom International, Inc. and Sonderling Broadcasting Corp. have approved Viacom's purchase of Sonderling's broadcast properties, with the exception of its two Chicago stations, WOPA and WBMX-FM. Viacom will pay approximately \$27 million to Sonderling.

Some 40-49 percent of the purchase price will be in cash and the rest will be paid in new convertible preferred stock with a value of \$28 per share.

# **Secondary Meet Slated**

LOS ANGELES — Birmingham, Alabama will be the site of the third annual Southeast Secondary Radio Conference, Jan. 26-27. The goals of the two day conference will be to bring together, for an exchange of positive ideas, radio, trade and record representatives. Topics to be discussed are Careers, Album Radio & Records, Secondary & Small Markets, Music, Engineering, Management, Programming and a combined Radio and Record meeting.

# LOOKING AHEAD TO THE TOP 100

CALIFORNIA MAN (Intersong/UA-ASCAP) CHEAPTRICK (Epic 8-50625) DON'T LET ME DOWN (Rock Steady—ASCAP) PETER CRISS (Casablanca NB 952) MOMENT BY MOMENT (Stigwood/Red Cow—BMI/ASCAP) YVONNE ELLIMAN (RSO 915) HAVEN'T STOPPED DANCING YET (Old "Eye"/Buckwheat—ASCAP) GONZALEZ (Capitol 4647

CHASE (Gold Horizon—BMI) GIORGIO MORODER (Casablanca NB 956) BAD BRAKES (Ashtar/Colgems—EMI) CAT STEVENS (A&M 2109-5) NOT FADE AWAY (MPL Communications—BMI) TANYA TUCKER (MCA S45 1999)



ATLANTIC, KMET PARTY — Atlantic Records recently hosted a dinner party for the staff of KMET in Los Angeles to celebrate the station's 10th anniversary. Shown at the reception (I-r) are: Judy Libow, Atlantic's associate director of national pop album promotion; David Moorhead, general manager of the station; KMET program director Sam Bellamy; air personality B. Mitchel Reed; and Bob Greenberg, Atlantic's vice president/west coast general manager.



#1 — The Rolling Stones "Some Girls" **Rolling Stones** 



#2 — Bruce Springsteen "Darkness On The Edge Of Town" Columbia



#3 — Bob Seger "Stranger in Town" Capitol



- Billy Joel "The Stranger Columbia



- Foreigner Double Vision Atlantic



#6 - The Who Who Are You MCA



- Jackson Browne Running On Empty Asylum

- Polydor



#8 — Inc ... The Cars - The Cars Elektra



- Boston "Don't Look Back"



#10 - Steely Dan

# KRST-FM — ALBUQUERQUE — BOB SHULMAN

- The Rolling Some Girls -Some Girls — The Holling
Stones — Rolling Stones
Inner Secrets — Santana — Columbia
Living In The U.S.A. — Linda Ronstadt — Asylum
Van Halen — Van Halen — Warner Brothers
The Cars — The Cars — Elektra
Bloody Tourists — 10cc — Polydor
Misfits — The Kinks — Arista
Who Are You — The Who — MCA Waiting For Columbus — Little Feat — Warner Brothers 1994 — 1994 — A&M

WSAN-FM — ALLENTOWN — KEVIN GRAFF

The Stranger — Billy Joel — Columbia 52nd Street — Billy Joel — Columbia City To City — Gerry Rafferty — United Artists
Out Of The Blue — The Electric Light Orchestra Jet Time Passages — Al Stewart — Arista

Nightwatch — Kenny Loggins — Columbia
But Seriously, Folks — Joe Walsh — Asylum
Darkness On The Edge Of Town — Bruce
Springsteen — Columbia
Aja — Steely Dan — ABC

Nicolette — Nicolette Larson — Warner Brothers

KEZY-FM - ANAHEIM - LARRY REISMAN Some Girls — The Rolling Stones — Rolling

Stones Living In The U.S.A. — Linda Ronstadt — Asylum Darkness On The Edge Of Town — Bruce Springsteen — Columbia Stranger In Town — Bob Seger and The Silver Bullet Band — Capitol

Buriet Barid — Capitol
Running On Empty — Jackson Browne — Asylum
Earth — Jefferson Starship — Grunt
52nd Street — Billy Joel — Columbia
Don't Look Back — Boston — Epic
Double Vision — Foreigner — Atlantic Pieces Of Eight — Styx — A&M

WKLS-FM -- ATLANTA -- DEBBIE GARNER

The Stranger — Billy Joel — Columbia Running On Empty — Jackson Browne — Asylum Some Girls — The Rolling Stones — Rolling Stones Aja - Steely Dan - ABC

Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol
Double Vision — Foreigner — Atlantic

Slowhand — Eric Clapton — RSO The Grand Illusion — Styx — A&M 52nd Street — Billy Joel — Columbia Point Of Know Return — Kansas — Kirshner

WAAL-FM - BINGHAMTON - SCOTT MICHAELS

Who Are You — The Who — MCA
Don't Look Back — Boston — Epic
Double Vision — Foreigner — Atlantic
The Stranger — Billy Joel — Columbia
Slowhand — Eric Clapton — RSO
Running On Empty — Jackson Browne — Asylum
Saturday Night Fever — The Bee Gees and
Various — RSO
Pieces Of Eight — Styx — A&M
Skynyrd's First And . . . Last — Lynyrd Skynyrd
— MCA

MCA Champagne Jam — The Atlanta Rhythm Section

WBCN-FM — BOSTON — TONY BERARDINI The Cars — The Cars — Elektra

Some Girls — The Rolling Stones — Rolling Stones

Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol

Builet Band — Capitol
Darkness On The Edge Of Town — Bruce
Springsteen — Columbia
You're Gonna Get It — Tom Petty and The
Heartbreakers — Shelter

 ${\sf More\,Songs\,About\,Buildings\,And\,Food\,-Talking}$ Heads — Sire
This Year's Model — Elvis Costello — Columbia

Heaven Tonight — Cheap Trick — Epic Excitable Boy — Warren Zevon — Asylum Earth — Jefferson Starship

CHICAGO -- TOM MARKER/

WJKL-FM — CHIC AGO — TOM MARKEN/
WALLY LEISERING
The Cars — The Cars — Elektra
Darkness On The Edge Of Town — Bruce
Springsteen — Columbia
Excitable Boy — Warren Zevon — Asylum
Some Girls — The Rolling Stones — Rolling Stones

Stones
David Gilmour — David Gilmour — Columbia
Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol
Infinity — Journey — Columbia
Return To Magenta — Mink DeVille — Capitol
Bruised Orange — John Prine — Asylum
Cold Shots From A Nightmare — Moon Martin
— Capitol

- Capitol

WXRT-FM - CHICAGO - BOB GELMS

Darkness On The Edge Of Town — Bruce Springsteen — Columbia Some Girls — The Rolling Stones — Rolling

Pat Metheny Group — Pat Metheny — ECM Wavelength — Van Morrison — Warner Brothers Hermit Of Mink Hollow — Todd Rundgren

Bearsville Excitable Boy — Warren Zevon — Asylum This Year's Model — Elvis Costello — Columbia Lines — Charlie — Janus

Who Are You — The Who — MCA Power In The Darkness — The Tom Robinson Band - Harvest

WLVQ-FM - COLUMBUS - STEVE RUNNER

Double Vision — Foreigner — Atlantic Running On Empty — Jackson Browne — Asy Some Girls — The Rolling Stones — Rolling Stones

Aja — Steely Dan — ABC But Seriously, Folks — Joe Walsh — Asylum The Stranger — Billy Joel — Columbia The Grand Illusion - Styx - A&M

Slowhand — Eric Clapton — RSO Living In The U.S.A. — Linda Ronstadt — Asylum Twin Sons Of Different Mothers — Dan Fogelberg/Tim Weisberg — Epic

C-101-FM — CORPUS CHRISTI — MANDO CAMINA

The Stranger — Billy Joel — Columbia
Some Girls — The Rolling Stones — Rolling Stones

Darkness On The Edge Of Town - Bruce Springsteen — Columbia
Bat Out Of Hell — Meat Loaf — Epic

Running On Empty — Jackson Browne — Asylum Nightwatch — Kenny Loggins — Columbia Infinity — Journey — Columbia Stranger In Town — Bob Seger and The Silver

Bullet Band — Capitol Stardust — Willie Nelson — Columbia The Grand Illusion — Styx — A&M

KZEW-FM - DALLAS - MARK CHRISTOPHER

Some Girls — The Rolling Stones — Rolling Stones

 ${\sf Stranger \ In \ Town - Bob \ Seger \ and \ The \ Silver}$ 

Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol
Double Vision — Foreigner — Atlantic
Running On Empty — Jackson Browne — Asylum
Don't Look Back — Boston — Epic
FM — Various Artists — MCA
Foot Loose & Fancy Free — Rod Stewart

 Warner Brothers

Street-Legal — Bob Dylan — Columbia Pieces Of Eight — Styx — A&M

Darkness On The Edge Of Town — Bruce Springsteen — Columbia

KBPI-FM -- DENVER -- JOHN BRADLEY Some Girls — The Rolling Stones — Rolling

Stones The Stranger — Billy Joel — Columbia
Living In The U.S.A. — Linda Ronstadt — Asylum Who Are You — The Who — MCA Aja — Steely Dan — ABC Running On Empty — Jackson Browne — Asylum Stranger In Town — Bob Seger and The Silver

Bullet Band -- Capitol Double Vision — Foreigner — Atlantic Don't Look Back — Boston — Epic 52nd Street - Billy Joel - Columbia

KFML-AM - DENVER - LARRY BRUCE/ **KEN KOHL** 

Darkness On The Edge Of Town — Bruce Springsteen — Columbia
City To City — Gerry Rafferty — United Artists
Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol

52nd Street — Billy Joel — Columbia Wavelength — Van Morrison — Warner Brothers Time Passages — Al Stewart — Arista Running On Empty — Jackson Browne — Asylum Aja — Steely Dan — ABC

Son Of A Son Of A Sailor — Jimmy Buffett — ABC Some Girls — The Rolling Stones — Rolling

WABX-FM — DETROIT — JOE KRAUSE
Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol
Infinity — Journey — Columbia The Cars — The Cars — Elektra
Don't Look Back — Boston — Epic
Double Vision — Foreigner — Atlantic
Some Girls — The Rolling Stones — Rolling Stones

City To City — Gerry Rafferty — United Artists Darkness On The Edge Of Town — Bruce
Springsteen — Columbia

The Stranger — Billy Joel — Columbia Eddie Money — Eddie Money — Columbia

KZEL-FM - EUGENE - STAN

GARRETT/CHRIS KOVARICK
Van Halen — Van Halen — Warner Brothers

Some Girls — The Rolling Stones — Rolling Stones

This Year's Model — Elvis Costello — Columbia
Darkness On The Edge Of Town — Bruce
Springsteen — Columbia
Time Passages — Al Stewart — Arista

Who Are You — The Who — MCA
Dire Straits — Dire Straits — Warner Brothers

More Songs About Buildings And Food — Talking Heads — Sire Nantucket — Nantucket — Epic Nicolette — Nicolette Larson — Warner Brothers

KLOL-FM — HOUSTON — SANDY MATHIS Some Girls — The Rolling Stones — Rolling

Stones Who Are You — The Who — MCA The Cars — The Cars — Elektra
Briefcase Full Of Blues — Blues Brothers - Atlantic

Darkness On The Edge Of Town — Bruce Springsteen - Columbia Move It On Over - George Thorogood and The Destroyers — Rounder More Songs About Buildings And Food — Talking Heads - Sire Dog And Butterfly — Heart — Portrait
Stranger In Town — Bob Seger and The Silver Bullet Band — Capitol
52nd Street — Billy Joel — Columbia

## WBLM-FM - LEWISTON/PORTLAND -JOSE DIAZ Time Passages - Al Stewart -

52nd Street — Billy Joel — Columbia
Dire Straits — Dire Straits — Warner Brothers Wavelength — Van Morrison — Warner Brothers The Cars — The Cars — Elektra Some Girls — The Rolling Stones — Rolling Stones Excitable Boy — Warren Zevon — Asylum Stranger In Town — Bob Seger and The Silver Bullet Band — Capitol Darkness On The Edge Of Town — Bruce Springsteen — Columbia
This Year's Model — Elvis Costello — Columbia

# KNAC-FM - LONG BEACH - PAUL FUHR/ DENISE WESTWOOD

Some Girls — The Rolling Stones — Rolling Stranger In Town — Bob Seger and The Silver Bullet Band — Capitol
Don't Look Back — Boston — Epic
The Cars — The Cars — Elektra
Darkness On The Edge Of Town — Bruce Springsteen — Columbia
Who Are You — The Who — MCA Earth — Jefferson Starship — Grunt Eddie Money — Eddie Money — Columbia Heaven Tonight — Cheap Trick — Epic
Van Halen — Van Halen — Warner Brothers

# WBAB↓FM — LONG ISLAND — BERNIE BERNARD

Twin Sons Of Different Mothers — Dan Fogelberg/Tim Weisberg — Epic
The Stranger — Billy Joel — Columbia
Nightwatch — Kenny Loggins — Columbia
Bat Out Of Hell — Meat Loaf — Epic Wavelength — Vab Morrison — Warner Brothers Pyramid — The Alan Parsons Project — Arista Bloody Tourists — 10cc — Polydor U.K. — U.K. — Polydor Who Are You — The Who — MCA Excitable Boy — Warren Zevon — Asylum

# WLIR-FM - LONG ISLAND - DENIS MCNAMARA/LARRY KLEINMAN

The Last Waltz - The Band and Various Artists — Warner Brothers
Running On Empty — Jackson Browne — Asylum
Shakedown Street — Grateful Dead — Arista 52nd Street — Billy Joel — Columbia Waiting For Columbus — Little Feat Warner Brothers warner promers

Bat Out Of Hell — Meat Loaf — Epic

Some Girls — The Rolling Stones — Rolling Stones But Seriously, Folks — Joe Walsh — Asylum Who Are You — The Who — MCA
Comes A Time — Neil Young — Reprise

# $\mathbf{WRCN\text{-}FM} = \mathbf{LONG} \; \mathbf{ISLAND} = \mathbf{CHUCK}$ The Stranger — Billy Joel — Columbia

Double Vision — Foreigner — Atlantic Some Girls — The Rolling Stones — Rolling Bat Out Of Hell — Meat Loaf — Epic Running On Empty — Jackson Browne — Asylum 52nd Street — Billy Joel — Columbia Slowhand — Eric Clapton — RSO
Aja — Steely Dan — ABC
The Grand Illusion — Styx — A&M
Point Of Know Return — Kansas — Kirshner

## KNX-FM — LOS ANGELES — MICHAEL SHEEHY

Minute By Minute — The Doobie Brothers Warner Brothers

Larry Carlton — Larry Carlton — Warner Brothers Sleeper Catcher — Little River Band — Harvest Nightwatch — Kenny Loggins — Columbia Three's A Crowd — The Tarney/ Spencer Band — A&M Time Passages — Al Stewart — Arista Nicolette — Nicolette Larson — Warner Brothers
The Stranger — Billy Joel — Columbia Stealin' Home — Ian Matthews — Mushroom Love Me Again — Rita Coolidge — A&M

# KWST-FM - LOS ANGELES - PAM MAY Some Girls — The Rolling Stones — Rolling

Stones Who Are You — The Who — MCA Double Vision — Foreigner — Atlantic The Stranger — Billy Joel — Columbia Living In The U.S.A. — Linda Ronstadt — Asylum Time Passages — Al Stewart — Arista Don't Look Back — Boston — Epic Stranger In Town — Bob Seger and The Silver Bullet Band — Capitol
The Grand Illusion — Styx — A&M Twin Sons Of Different Mothers — Dan Fogelberg/Tim Weisberg — Epic

## WZMF-FM — MILWAUKEE — MIKE WOLF Some Girls - The Rolling Stones - Rolling

Stones Darkness On The Edge Of Town - Bruce Springsteen — Columbia Who Are You — The Who — MCA The Stranger — Billy Joel — Columbia Pieces Of Eight — Stry — A&M
London Town — Wings — Capitol
Twin Sons Of Different Mothers — Dan
Fogelberg/Tim Weisberg — Epic
City To City — Gerry Rafferty — United Artists
But Seriously, Folks — Joe Walsh — Asylum
Dog And Butterfly — Heart — Portrait

## WNEW-FM — NEW YORK — TOM MORRERA Some Girls - The Rolling Stones - Rolling

Stones This Year's Model — Elvis Costello — Columbia Pure Pop For Now People — Nick Lowe Columbia Darkness On The Edge Of Town — Bruce Springsteen — Columbia Power In The Darkness — The Tom Robinson Band — Harvest Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol Q: Are We Not Men? A: We Are Devo! - Devo Warner Brothers Excitable Boy — Warren Zevon — Asylum The Stranger — Billy Joel — Columbia The Cars — The Cars — Elektra

## ROCKFORD — ARMAND CHIAN-TI/BRAD HOFFMAN

Some Girls — The Rolling Stones — Rolling Stones Double Vision — Foreigner -- Atlantic Heaven Tonight — Cheap Trick — Epic Don't Look Back — Boston — Epic Don't Look Back — Boston — Epic London Town — Wings — Capitol Who Are You — The Who — MCA But Seriously, Folks — Joe Walsh — Asylum Running On Empty — Jackson Browne — Asylum Aja — Steely Dan — ABC The Stranger — Billy Joel — Columbia

# KADI-FM - ST. LOUIS - PETER PARISI

Some Girls — The Rolling Stones — Rolling Stones The Stranger — Billy Joel — Columbia Stranger In Town — Bob Seger and The Silver Bullet Band — Capitol Infinity — Journey — Columbia Aja — Steely Dan — ABC Running On Empty — Jackson Browne — Asylum Toto — Toto — Columbia
Double Vision — Foreigner — Atlantic
City To City — Gerry Rafferty — United Artists Darkness On The Edge Of Town — Bruce Springsteen — Columbia

# KSHE-FM - ST. LOUIS - TED HABECK

Infinity — Journey — Columbia
Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol
Don't Look Back — Boston — Epic The Stranger — Billy Joel — Columbia Who Are You — The Who — MCA Double Vision — Foreigner – You Can Tune A Piano, But You Can't Tuna Fish - REO Speedwagon — Epic Stone Blue — Foghat — Bearsville Caravan To Midnight — Robin Trower — Chrysalis Some Girls — The Rolling Stones — Rolling Stones

# KMEL-FM - SAN FRANCISCO - MARK COOPER

Some Girls - The Rolling Stones - Rolling Stones Living In The U.S.A. -– Linda Ronstadt — Asylum Don't Look Back — Boston — Epic
Double Vision — Foreigner — Atlantic The Stranger — Billy Joel — Columbia Who Are You — The Who — MCA Wavelength — Van Morrison — Warner Brothers Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol Infinity — Journey — Columbia
Worlds Away — Pablo Cruise — A&M

# KSJO-FM — SAN JOSE — PAUL WELLS

The Cars — The Cars — Elektra Double Vision — Foreigner — Atlantic Bat Out of Hell — Meat Loaf — Epic Eddie Money — Eddie Money — Columbia Source Gonna Get It — Tom Petty and The Heartbreakers - Shelter Some Girls — The Rolling Stones — Rolling Stones Darkness On The Edge Of Town — Bruce

Springsteen — Columbia Van Halen — Van Halen — Warner Brothers Who Are You — The Who — MCA

# KREM-FM — SPOKANE — LARRY SNIDER

Some Girls — The Rolling Stones — Rolling Stones Stones

Running On Empty — Jackson Browne — Asylum

Stranger In Town — Bob Seger and The Silver

Bullet Band — Capitol

Worlds Away — Pablo Cruise — A&M Double Vision — Foreigner — Atlantic Comes A Time — Neil Young — Reprise Comes A Time — Neil Young — Reprise
But Seriously, Folks — Joe Walsh — Asylum
City To City — Gerry Rafferty — United Artists
The Stranger — Billy Joel — Columbia
Who Are You — The Who — MCA

WQXM-FM — TAMPA — NEAL MIRSKY Some Girls — The Rolling Stones — Rolling Stones The Stranger — Billy Joel — Columbia Double Vision — Foreigner — Atlantic City To City — Gerry Rafferty — United Artists Living In The U.S.A. — Linda Ronstadt — Asylum The Grand Illusion — Styx — A&M
Stranger In Town — Bob Seger and The Silver Bullet Band — Capitol
Nightwatch — Kenny Loggins — Columbia Worlds Away — Pablo Cruise — A&M Bat Out Of Hell — Meat Loaf — Epic

# WOUR-FM — UTICA — TOM STARR

 ${\sf Some \ Girls-The \ Rolling \ Stones-Rolling}$ Stones The Cars - The Cars - Flektra Darkness On The Edge Of Town — Bruce Springsteen — Columbia
The Stranger — Billy Joel — Columbia
Comes A Time — Neil Young — Reprise
Excitable Boy — Warren Zevon — Asylum Move It On Over — George Thorogood and The Destroyers — Rounder This Year's Model — Elvis Costello — Columbia Briefcase Full Of Blues — Blues Brothers - Atlantic Dire Straits - Dire Straits - Warner Brothers

# WIOQ-FM - PHILADELPHIA - HELEN

City To City — Gerry Rafferty — United Artists Some Girls — The Rolling Stones — Rolling Stones Double Vision — Foreigner — Atlantic Darkness On The Edge Of Town — Bruce Springsteen — Columbia
Hermit Of Mink Hollow — Todd Rundgren Bearsville And Then There Were Three — Genesis - Atlantic You're Gonna Get It - Tom Petty and The Heartbreakers — Shelter
The Cars — The Cars — Elektra
The Stranger — Billy Joel — Columbia
Don't Look Back — Boston — Epic

# KSAN-FM — SAN FRANCISCO — KATE INGRAM

Some Girls — The Rolling Stones — Rolling Stones Who Are You — The Who — MCA Heaven Tonight — Cheap Trick — Epic Parallel Lines — Blondie — Chrysalis The Bride Stripped Bare — Bryan Ferry - Atlantic Pure Pop For Now People — Nick Lowe — Columbia Stranger In Town — Bob Seger and The Silver Bullet Band -- Capitol Darkness On The Edge Of Town — Bruce Springsteen — Columbia Wavelength — Van Morrison — Warner Brothers Shakedown Street — Grateful Dead — Arista

# WHFS-FM - WASHINGTON - DAVE

EINSTEIN

Move It On Over — George Thorogood and The Destroyers — Rounder Some Girls — The Rolling Stones — Rolling Stones
This Year's Model — Elvis Costello – Columbia Darkness On The Edge Of Town — Bruce Springsteen — Columbia Waiting For Columbus - Liftle Feat - Warner Brothers Wavelength — Van Morrison — Warner Brothers
To The Limit — Joan Armatrading — A&M
Tracks On Wax 4 — Dave Edmunds — Swan Song
Blue Valentine — Tom Waits — Asylum Pat Metheny Group - Pat Metheny - ECM

# WYSP-FM - PHILADELPHIA - STEPHEN JOHNSON

The Stranger — Billy Joel — Columbia Running On Empty — Jackson'Browne — Asy Some Girls — The Rolling Stones — Rolling Stones Aia — Steely Dan — ABC Stranger In Town — Bob Seger and The Silver
Bullet Band — Capitol
Double Vision — Foreigner — Atlantic Slowhand — Eric Clapton — RSO
The Grand Illusion — Styx — A&M
Darkness On The Edge Of Town — Bruce Springsteen — Columbia
Point Of Know Return — Kansas — Kirshner

# KOME-FM — SAN JOSE — DANA JANG

Running On Empty — Jackson Browne — Asylum Eddie Money — Eddie Money — Columbia Aja — Steely Dan — ABC Excitable Boy — Warren Zevon — Asylum Van Halen — Van Halen — Warner Brothers
Infinity — Journey — Columbia
The Cars — The Cars — Elektra
Stranger In Town — Bob Seger and The Silver Bullet Band — Capitol
Darkness On The Edge Of Town — Bruce Springsteen - Columbia Some Girls — The Rolling Stones — Rolling Stones

## WAAF-FM -- WORCESTER - JOHN DUN-**CAN/PAUL LEMIUX**

Some Girls — The Rolling Stones — Rolling Stones The Cars — The Cars — Elektra Double Vision — Foreigner — Atlantic Who Are You — The Who — MCA Living In The U.S.A. — Linda Ronstadt — Asylum Living In The U.S.A. — Linda Ronstadt — Asyl 52nd Street — Billy Joel — Columbia Don't Look Back — Boston — Epic Bat Out Of Hell — Meat Loaf — Epic Van Halen — Van Halen — Warner Brothers Darkness On The Edge Of Town — Bruce Springsteen — Columbia

# REGIONAL PROGRAMMING GUIDE

# NORTHE AST

WTRY — ALBANY/TROY — DON PERRY, MD 3-1 — Chic. JUMPS: 29 To 24 — I. Matthews, 30 To 23 — D. Hartman, 27 To 22 — E. Clapton, 25 To 19 — C. Khan, 21 To 15 — N. Larson, 20 To 12 — B. Seger. 16 To 10 — Earth, Wind & Fire, 9 To 7 — L. Ronstadt, 10 To 6 — Bee Gees, 7 To 4 — Village People, Ex To 30 — R. Stewart, Ex To 28 — Hot Chocolate, Ex To 27 — Queen. ADDS: Blues Bros., G. Rafferty, L. Taylor.

WGUY — BANGOR — MARK LAURENCE, PD

1-1 — Chic. JUMPS: 30 To 27 — Foreigner, 29 To 26 — N. Olsson, 28 To 24 — L. Garrett, 26 To 23 — N. Larson, 25 To 22 — Earth, Wind & Fire, 24 To 20 — E. Clapton, 23 To 19 — O. Newton-John, 21 To 18 — I. Matthews, 20 To 16 — L. Ronstadt, 18 To 15 — Hot Chocolate, 15 To 12 — Toto, 12 To 10 — B. Seger, 12 To 9 — A. Cooper, 7 To 6 — Bee Gees, 8 To 3 — Village People, Ex To 30 — R. Stewart, Ex To 29 — Pointer Sisters, Ex To 28 — K. Rogers, ADDS: Chicago, Blues Bros.

WRKO - BOSTON - RICK WOODWARD, MD

WHRO—BOSTON—HICK WOODWAHD, MD
1-1—Chic. JUMPS: 30 To 26— I. Matthews, 29 To 25— O. Newton-John, 26 To 23— P. Davis, 28 To 22

— J. Geils, 24 To 21— L. Ronstadt, 23 To 18— Earth, Wind & Fire, 18 To 14— B, Seger, 16 To 13— C.
Khan. 14 To 10— Toto, 11 To 8— A. Gibb, Ex To 30— Hot Chocolate, Ex To 29— N. Diamond, Ex To 27

— Blues Bros. ADDS: D. Parton. Rolling Stones, C. Lynn, Capt. & Tennille, G. Gaynor.

F105 — BOSTON — CHARLIE FERNANDEZ, PD
2-1 — Village People. JUMPS: 25 To 20 — C. Khan, 19 To 16 — B. Seger, 17 To 14 — E. Clapton, 16 To 11
— Toto, 12 To 10 — A. Gibb, 9 To 7 — Bee Gees, Ex To 27 — Hot Chocolate. ADDS: Earth, Wind & Fire, A.

WKBW — BUFFALO — JON SUMMERS, PD

WKBW — BUFFALO — JON SUMMERS, PD 1-1 B. Joel. JUMPS: 1-1 — Barbra/Neil. 30 To 27 — Outlaws, 28 To 25 — O. Newton-John, 26 To 22 — Firefall, 23 To 19 — A. Cooper, 19 To 15 — A. Gibb, 24 To 14 — N. Larson, 18 To 13 — Pointer Sisters, 15 To 10 — Meat Loaf, 13 To 8 — L. Garrett, 9 To 6 — Bee Gees. Ex To 30 — T. Tucker, Ex To 28 — Foreigner, Ex To 23 — B. Manilow, ADDS: Grateful Dead, J.C. Young, Hot Chocolate, Blues Brothers.

WDRC — HARTFORD — JIM ENGLISH, MD

1-1 — Chic. JUMPS: 30 To 26 — P. Davis, 28 To 25 — Pointer Sisters, 29 To 24 — N. Larson, 27 To 23 — A. Frehley. 25 To 22 — O. Newton-John, 24 To 20 — Weisberg/Fogelberg, 22 To 18 — B. Seger, 26 To 17 — Earth. Wind & Fire, 14 To 10 — D. Hartman, 17 To 7 — Village People. 9 To 4 — Toto, 6 To 3 — B. Joel. Ex To 30 — C. Khan, Ex To 29 — Eagles, Ex To 28 — Blues Brothers, Ex To 27 — E. Clapton. ADDS: Boston, D. Parton, Gonzales.

- LONG ISLAND - BILL TERRY, MD

1-1 — Chic. JUMPS: 24 To 20 — Pointer Sisters, 22 To 18 — C. Lynn, 15 To 11 — Earth, Wind & Fire, 11 To 9 — L. Ronstadt, 10 To 7 — Toto, 6 To 3 — Village People, Ex To 30 — N. Larson, Ex To 25 — R. Stewart. ADDS: Chicago, G. Gaynor, Peaches & Herb.

WAVZ — NEW HAVEN — CURT HANSON, MD

1-1 — Chic. JUMPS: 33 To 29 — B. Manilow, 29 To 24 — Grateful Dead, 28 To 23 — Pointer Sisters, 24 To 21 — G. Chandler, 22 To 19 — N. Larson. 26 To 18 — Blues Bros.. 25 To 17 — R. Stewart, 15 To 10 — Village People, 14 To 8 — Eagles, 11 To 7 — C. Lynn, 5 To 3 — Toto. ADDS: Peaches & Herb.

**WABC — NEW YORK — SONIA JONES, MD**1-1 — Chic. JUMPS: 37 To 27 — E. John, 29 To 26 — Earth. Wind & Fire, 25 To 21 — L. Ronstadt, 20 To 14 — Toto. 13 To 10 — C. Khan, 10 To 5 — Bee Gees. 5 To 3 — Village People.

99-X — NEW YORK — BOBBY RICH, PD
1-1 — B. Joel. JUMPS: 30 To 26 — I. Matthews, 29 To 24 — B. Seger, 27 To 23 — Hot Chocolate, 28 To 22 — C. Lynn, 25 To 20 — Pointer Sisters, 22 To 18 — C. Kahn, 21 To 16 — Earth, Wind & Fire, 18 To 15 — L. Ronstadt, 15 To 11 — Dr. Hook, 17 To 9 — Toto, 10 To 6 — Bee Gees, 7 To 5 — D. Hartman, 8 To 4 — Rolling Stones, 6 To 2 — Village People, ADDS: 30 — O. Newton-John, 29 — Meat Loaf, 28 — N. Larson, 27 — E. Clapton.

WFIL - PHILADELPHIA - GARY DEFRANCISO, MD

— B. Joel. JUMPS: 10 To 5 — Village People, 5 To 3 — A. Gibb

WIFI — PHILADELPHIA — JEFF ROBBINS, MD
2-1 — Chic. JUMPS: 29 To 25 — Pointer Sisters. 25 To 17 — E. Clapton, 30 To 16 — Earth, Wind & Fire.
21 To 15 — B. Seger, 11 To 9 — L. Garrett, Ex To 29 — O. Newton-John, Ex To 27 — N. Larson, Ex To 26 — C. Lynn. ADDS: 30 — I Matthews, 28 — R. Stewart, Blues Bros. G. Rafferty, Hall & Oates, J. Geils.

JB105 — PROVIDENCE — ROB STEWART, MD
1-1 — Chic. JUMPS: 25 To 9 — Blues Bros. 11 To 8 — Earth, Wind & Fire. ADDS: C. Lynn. Sylvester

WBBF - ROCHESTER - TOM NAST, MD

WBBF — HOCHESTER — TOM NAST, MD
5-1 — Chic. JUMPS: 32 To 28 — Earth, Wind & Fire, 28 To 25 — I. Matthews. 29 To 22 — B. Seger, 24 To
21 — E. Carmen, 26 To 20 — L. Ronstadt, 22 To 19 — P. Davis, 23 To 18 — A. Frehley 21 To 17 —
Lindisfarne, 19 To 15 — O. Newton-John, 16 To 13 — M. Manchester, 15 To 10 — E. John 11 To 8 — A.
Bridges, 9 To 7 — R. Stewart, 8 To 6 — Toto, 10 To 5 — Village People, 7 To 4 — B. Joel, Ex To 35 — E.
Clapton, Ex To 34 — A. Cooper, Ex To 27 — R. Stewart, ADDS, Poreigner, B. Manilow, Queen, N. Larson,

WTLB — UTICA — JIM REITZ, MD

1-1 — Chic. JUMPS: 30 To 26 — N. Larson, 28 To 25 — Queen, 27 To 22 — A. Cooper, 24 To 21 — I. Matthews, 25 To 20 — O. Newton-John, 21 To 18 — A. Frehley, 20 To 16 — C. Khan, 18 To 14 — D. Hartman, 16 To 13 — E. Clapton, 15 To 10 — Earth, Wind & Fire, 13 To 8 — L. Ronstadt, 7 To 5 — Bee Gees, Ex To 30 — R. Stewart, Ex To 29 — G. Rafferty, Ex To 28 — Cars. Ex To 27 — Pointer Sisters. ADDS: Chic, Chicago. Blues Brothers, Peaches & Herb.

# SOUTHE AST

WANS — ANDERSON — BILL McCOWN, PD
1-1 — Chic. JUMPS: 34 To 30 — G. Rafferty, 33 To 27 — O. Newton-John. 31 To 26 — M. Manchester, 32 To 25 — R. Stewart. 27 To 24 — L. Taylor, 28 To 23 — N. Olsson. 25 To 21 — Chanson, 30 To 20 — Rose Royce, 24 To 19 — Eagles, 21 To 17 — M. Hain, 20 To 16 — N. Larson, 17 To 14 — Talking Heads, 19 To 13 — C. Lynn, 16 To 12 — I. Matthews. 13 To 10 — Earth, Wind & Fire. 11 To 8 — A. Cooper, 12 To 7 — Pointer Sisters, 8 To 6 — L. Ronstadt, 6 To 2 — B. Seger. Ex To 34 — Chicago. Ex To 33 — Hall & Oates, Ex To 32 — Foreigner, Ex To 31 — B. Manilow, Ex To 29 — Blues Bros. ADDS: Peaches & Herb. Babys, Exile, Santana, Grateful Dead. P. Brown, C. Stevens.

WRFC — ATHENS — GARY KIRK, MD
3-1 — Bee Gees. JUMPS: 29 To 25 — B. Manilow, 27 To 22 — Rose Royce, 26 To 21 — K. Rogers, 22 To 19 — N. Larson, 23 To 18 — C. Lynn, 18 To 15 — Hot Chocolate, 17 To 13 — O. Newton-John, 14 To 11 — B. Seger, 12 To 9 — Toto, 15 To 8 — Pointer Sisters, 9 To 6 — Earth, Wind & Fire, Ex To 30 — Y. Elliman, Ex To 29 — Chanson, Ex To 27 — R. Stewart, Ex To 24 — Blues Bros. ADDS: L. Garrett, N. Olsson, Poco.

WQXI — ATLANTA — J.J. JACKSON, MD

3-1 — Chic. JUMPS: 29 To 25 — N. Olson, 26 To 23 — Raes, 27 To 22 — K. Rogers, 25 To 20 — C. Lynn, 20 To 16 — O. Newton-John, 18 To 14 — Hot Chocolate, 22 To 12 — R. Stewart, 14 To 11 — M. Manchester, 24 To 10 — Eagles, 10 To 7 — N. Larson, Ex To 30 — B. Manilow, Ex To 28 — Chanson, Ex To 24 — Blues Bros. ADDS: Peaches & Herb, Rose Royce.

WBBQ — AUGUSTA — BRUCE STEVENS, MD

1-1 — Chic. JUMPS: 29 To 24 — O. Newton-John, 30 To 23 — I. Matthews, 26 To 22 — M. Manchester, 24 To 20 — G. Rafferty, 22 To 17 — K. Rogers, 21 To 15 — L. Ronstadt, 25 To 13 — N. Larson, 17 To 12 — Pointer Sisters, 16 To 11 — Hot Chocolate, 14 To 10 — Cooper Bros., 12 To 9 — Earth. Wind & Fire, 9 To 7 — A. Frehley, 11 To 5 — Village People, 4 To 2 — Bee Gees, Ex To 30 — G. Simmons, Ex To 29 — R. Stewart, Ex To 28 — Rose Royce, Ex To 27 — Chanson. ADDS: Captain & Tennille. Poco, J. Geils. Babys, Chicago, Giorgio.

WCAO - BALTIMORE - SCOTT RICHARDS, MD

WCAO — BALTIMORE — SCOTT HICHARDS, MD 1-1 — Chic. JUMPS: 29 To 26 — I. Matthews, 27 To 23 — Hot Chocolate, 26 To 22 — Hall & Oates, 28 To 21 — Eagles, 24 To 20 — Chanson, 23 To 19 — A. Frehley, 22 To 18 — O. Newton-John, 18 To 14 — E. John, 14 To 11 — L. Ronstadt, 13 To 9 — N. Larson, 11 To 8 — Pointer Sisters, 10 To 6 — Earth, Wind & Fire. Ex To 30 — L. Garrett, Ex To 28 — B. Manilow, Ex To 27 — Blues Bros., Ex To 25 — E. Clapton, Ex To 24 — Rolling Stones. ADDS: Rose Royce, G. Chandler, Chicago.

WSGN — BIRMINGHAM — BEAU BRAXTON, MD

1-1 — B. Joel. JUMPS: 33 To 29 — P. Stanley. 31 To 28 — Hot Chocolate. 29 To 26 — D. Hartman, 30 To 23 — K. Rogers, 28 To 19 — Exile, 25 To 18 — Pointer Sisters, 20 To 17 — O. Newton-John, 19 To 14 — Queen, 18 To 12 — Toto, 17 To 10 — Chic. 16 To 8 — N. Larson, 14 To 6 — B. Seger, 8 To 5 — Sylvester,

WAYS - CHARLOTTE - SCOTT SLADE, PD

TATS — CHARLOTTE — SCOTT SLADE, PD 1-1 — Chic. JUMPS: 30 To 27 — I. Matthews, 29 To 26 — A. Frehley, 28 To 23 — C. Lynn, 27 To 22 — Eagles. 24 To 21 — Captain & Tennille, 23 To 20 — O. Newton-John. 22 To 19 — Queen, 20 To 17 — K. Rogers, 19 To 16 — Chanson, 17 To 14 — Hot Chocolate, 11 To 8 — Earth, Wind & Fire, 12 To 7 — Pointer Sisters, 14 To 6 — N. Larson, Ex To 29 — Peaches & Herb, Ex To 24 — R. Stewart. ADDS: Blues Bros., M. Hain, N. Olsson.

WMFJ — DAYTONA BEACH — JOHN SCOTT, MD
2-1 — Bee Gees. JUMPS: 43 To 36 — K.C. & Sunshine Band, 45 To 35 — O. Newton-John, 38 To 34 — M. Hain, 37 To 32 — Foreigner, 40 To 31 — N. Olsson, 36 To 28 — N. Larson, 34 To 27 — Peaches & Herb, 33 To 26 — Blues Bros., 31 To 25 — G. Chandler, 28 To 23 — Rose Royce, 29 To 19 — Hot Chocolate, 24 To 18 — B. White, 19 To 16 — L. Garrett, 23 To 15 — C. Lynn, 18 To 14 — Jacksons, 17 To 11 — R. James, 16 To 7 — Earth, Wind & Fire, 14 To 6 — A. Cooper, 10 To 5 — I. Matthews, 9 To 4 — B. Seger, 4 To 2 — B. Joel, Ex To 45 — Chicago, Ex To 44 — G. Simmons, Ex To 43 — Cooper Bros., Ex To 42 — M. Moore, Ex To 41 — Giorgio, ADDS: R. Stewart, Santana, LRB, K. Rogers, S. Bishop, B. Caldwell.

WAPE — JACKSONVILLE — PAUL SEBASTIAN, PD
2-1 — B. Joel. JUMPS: 26 To 23 — N. Larson, 20 To 16 — E. Clapton, 18 To 15 — G. Chandler, 17 To 14 —
Cooper Bros., 13 To 10 — Earth, Wind & Fire, 12 To 9 — Bee Gees, 11 To 8 — A. Cooper, 10 To 6 — Chic, 8 To 4 — Firefall, 7 To 3 — B. Seger, 4 To 2 — Village People, Ex To 30 — Eagles, Ex To 29 — Blues Bros. ADDS: J. Davis, Raes, B. Manilow, M. Hain, S. Bishop.

V97 — JACKSONVILLE — JEFF RYAN, MD

V97 — JACKSONVILLE — JEFF HYAM, MD
1-1 — Chic. JUMPS: 39 To 31 — E. Clapton, 34 To 30 — M. Hain, 38 To 29 — L. Garrett, 32 To 28 — G. Simmons, 31 To 27 — B. White, 28 To 24 — Queen, 35 To 23 — K. Rogers, 21 To 18 — Hot Chocolate, 33 To 17 — Pointer Sisters, 19 To 16 — Earth, Wind & Fire, 18 To 15 — R. James, 23 To 12 — D. Hartman, 13 To 8 — Chanson, Ex To 40 — J. Geils, Ex To 39 — A. Cooper, Ex To 37 — Eagles, Ex To 34 — R. Stewart, Ex To 33 — N. Larson, Ex To 32 — D. Parton, ADDS; Rolling Stones, B. Manilow, Guess Who, Rose Royce, Chicago.

Y-100 — MIAMI — COLEEN CASSIDY, MD
1-1 — Chic. JUMPS: 30 To 27 — G. McRae, 29 To 26 — Eagles. 28 To 24 — C. Lynn, 26 To 23 — C. Khan. 25 To 21 — A. Frehley, 23 To 20 — Toto. 22 To 19 — K.C. & Sunshine Band, 20 To 14 — Pointer Sisters, 21 To 13 — B. Joel, 17 To 11 — E. Carmen. ADDS: 30 — Firefall, 29 — L. Ronstadt, Sylvester.

96X — MIAMI — LOU MEYER, MD

.1 — Chic. JUMPS: 31 To 28 — Peaches & Herb, 37 To 26 — Eagles, 27 To 23 — Rose Royce, 23 To 14 - Pointer Sisters, 17 To 12 — A. Frehley, 12 To 6 — C. Lynn, 8 To 5 — Dr. Hook, ADDS: 37 — N. Larson, 6 — C. Mangione, 35 — G. Chandler.

WHHY — MONTGOMERY — RICH THOMAS, MD

1-1 — Chic. JUMPS: 28 To 24 — G. Campbeli. 26 To 23 — O. Newton-John. 29 To 22 — L. Taylor, 30 To

21 — L. Garrett, 29 To 20 — A. Frehley. 27 To 19 — Queen. 23 To 18 — D. Parton. 21 To 17 — C. Khan. 24

To 16 — C. Lynn. 20 To 15 — Hot Chocolate, 19 To 14 — B. Seger, 16 To 12 — Earth, Wind & Fire, 14 To 9

— A. Cooper. 12 To 7 — Pointer Sisters. 10 To 6 — K. Rogers, 9 To 5 — N. Larson, Ex To 30 — G. Rafferty.

Ex To 28 — I. Matthews. Ex To 27 — R. Stewart, Ex To 26 — B. Manilow, Ex To 25 — Captain & Tennille.

ADDS: F. Mills. Exile. Rose Royce. Peaches & Herb.

WLAC — NASHVILLE — EVA WOOD, MD
1-1 — Chic. JUMPS: 39 To 35 — L. Garrett. 37 To 33 — G. Gaynor. 27 To 24 — Toto, 36 To 31 — N. Olsson. 35 To 30 — N. Larson. 26 To 20 — Pointer Sisters, 23 To 19 — B. White, 25 To 18 — C. Lynn, 12 To 9 — B. Joel. 17 To 6 — Hot Chocolate. 9 To 5 — K. Rogers. ADDS: Foreigner. Captain & Tennille.

BJ-105 — ORLANDO — TERRY LONG, MD

1-1 — Toto. JUMPS: 40 To 34 — R. Stewart, 39 To 33 — N. Larson, 38 To 32 — Rolling Stones, 35 To 29

— O. Newton-John, 34 To 28 — E. Clapton, 31 To 27 — N. Olsson, 27 To 22 — Boston, 23 To 20 — L. Ronstadt, 25 To 21 — A. Cooper, 24 To 19 — Meat Loaf, 22 To 18 — E. John, 21 To 16 — B. Seger, 19 To 15 — Earth. Wind & Fire, 15 To 9 — Chanson, 11 To 5 — Chic. ADDS: 40 — Rose Royce, 39 — Chicago. 38 — I. Matthews, Player, Y. Elliman, L. Garrett.

WKIX — RALEIGH — RON McKAY, MD

WAIX — RALEIGH — HON MCRAT, MD 1-1—Chic. JUMPS: 30 To 26 — Hot Chocolate, 28 To 25 — C. Lynn, 22 To 19 — L. Ronstadt, 21 To 18 — C. Khan, 20 To 17 — L. Garrett, 12 To 10 — D. Hartman, 10 To 8 — Switch, 9 To 7 — Toto, Ex To 30 — Pointer Sisters, Ex To 29 — Blues Bros., ADDS: R. Stewart.

Q94 — RICHMOND — KAREN FREDRICHS, MD
1-1 — Chic. JUMPS: 25 To 22 — I. Matthews, 24 To 20 — R. Stewart, 23 To 19 — O. Newton-John, 22 To 18 — Hot Chocolate. 21 To 17 — Toto, 20 To 16 — L. Ronstadt. 19 To 15 — B. Seger, 17 To 14 — Pointer Sisters. Ex To 26 — B. Manilow. Ex To 25 — Blues Bros., Ex To 24 — D. Hartman. ADDS: C. Lynn. Foreigner. Chicago.

- RICHMOND -- KEN CURTIS, PD

WLEE — HICHMOND — KEN CORTIS, PD 1-1 — Chic, JUMPS: 30 To 23 — D. Hartman. 25 To 22 — R. Stewart. 19 To 15 — Toto, 15 To 11 — Queen, 11 To 9 — N. Larson. 10 To 8 — Fogelberg/Weisberg. 13 To 6 — Pointer Sisters, 9 To 5 — P. Davis, 5 To 2 — Earth, Wind & Fire. ADDS: 30 — Rose Royce, 29 — I. Matthews, 27 — C. Lynn. 24 — Blues Bros.

WSGA — SAVANNAH — JIM LEWIS, MD
1-1 — Chic. JUMPS: 31 To 27 — G. Gaynor, 30 To 26 — G. Rafferty, 28 To 25 — K. Rogers, 29 To 24 — C. Lynn, 27 To 22 — B. Manilow, 25 To 20 — A. Frehley, 23 To 19 — O. Newton-John, 24 To 18 — Rose Royce, 22 To 16 — R. Stewart, 18 To 15 — N. Larson, 16 To 12 — D. Hartman, 14 To 8 — Eagles, 12 To 7 — Pointer Sisters, ADDS: 32 — Chanson, 31 — Peaches & Herb, 30 — N. Olsson, 29 — L. Garrett, 28 —

- STEVE NORRIS, MD

WAIR — WINSTON/SALEM — STEVE NORRIS, MD
2-1 — Bee Gees. JUMPS: 37 To 33 — M. Manchester, 36 To 31 — J. Geils, 34 To 30 — B. Caldwell, 32 To
27 — I. Matthews. 33 To 26 — D. Hartman, 29 To 25 — L. Taylor, 31 To 23 — N. Larson, 23 To 19 — G.
Campbell, 25 To 16 — Pointer Sisters. 16 To 13 — Queen, 21 To 11 — Eagles. 14 To 10 — B. Joel. 11 To 9
— E. John. 13 To 8 — B. Seger, 12 To 6 — O. Newton-John. Ex To 37 — G. Rafferty. Ex To 35 — C. Lynn, Ex To 34 — Nigel Olsson/Faith Band. ADDS: R. Stewart, Blues Bros., L. Garrett, D. Parton, Player, Rose

**SOUTHWEST** 

**Z97** — DALLAS — GARY MACK. PD
1-1 — B. Joel. JUMPS: 10 To 15 — Firefall, 12 To 9 — Ambrosia, 9 To 3 — Chicago, 4 To 2 — Pablo Cruise. ADDS: 20 — Bee Gees, 17 — Dr. Hook.

KNUS — DALLAS — BOBBY SORRELL, MD
2-1 — G. Vannelli. JUMPS: 31 To 24 — B. Manilow, 30 To 23 — N. Larson, 29 To 22 — I. Matthews, 28 To 21 — J. Walsh, 25 To 20 — C. Simon, 24 To 18 — Chic, 22 To 17 — L. Taylor, 21 To 16 — Earth, Wind & Fire, 17 To 14 — Heart, 16 To 13 — Weisberg/Fogelberg, 18 To 12 — R. Stewart, 14 To 11 — L. Ronstadt, 13 To 10 — Bee Gees, 12 To 9 — Firefall, 11 To 8 — P. Davis, 9 To 6 — Toto, Ex To 32 — J. Geils, Ex To 30 — Boston, Ex To 29 — M. Manchester, Ex To 28 — O. Newton-John, Ex To 27 — K. Rogers, Ex To 26 — Hot Chocolate, Ex To 25 — Blues Bros.

KINT — EL PASO — JHANIE KAYE, MD 2-1 — Chic. JUMPS: 30 To 23 — Chicago, 29 To 22 — N. Larson, 21 To 18 — A. Stewart, 25 To 17 — Earth, Wind & Fire, 18 To 12 — Hot Chocolate, 9 To 6 — L. Ronstadt, Ex To 30 — O. Newton-John. ADDS: 29 — B. Seger, E. Clapton, C. Khan, Pointer Sisters, I. Matthews.

KILT — HOUSTON — BILL YOUNG, PD

RILT — HOUSTON — BILL YOUNG, PD 1-1— Chic. JUMPS: 40 To 35 — N. Larson, 38 To 34 — Blues Bros., 33 To 29 — O. Newton-John, 32 To 27 — Hot Chocolate, 34 To 26 — Rose Royce, 28 To 22 — K. Rogers, 31 To 20 — Peaches & Herb, 30 To 19 — Earth, Wind & Fire, 21 To 18 — Eagles, 24 To 17 — E. John, 18 To 12 — Village People, 13 To 10 — Toto, 12 To 9 — L. Ronstadt, 7 To 4 — Pointer Sisters, Ex To 39 — J. Matthews, Ex To 38 — R. Stewart. ADDS: 40 — E. Clapton, 33 — Talking Heads.

KRBE — HOUSTON — CLAY GISH, PD
1-1 — Chic. JUMPS: 40 To 30 — G. Simmons, 39 To 29 — R. Stewart. 35 To 27 — P. Stanley, 30 To 26 — E. Clapton, 31 To 25 — L. Garrett, 28 To 24 — G. Rafferty, 24 To 21 — Earth, Wind & Fire, 11 To 9 — Frehley, 10 To 8 — Pointer Sisters, 9 To 7 — A. Gibb. ADDS: P. Criss, M. Manchester, Meat Loaf.

WHBQ — MEMPHIS — HARRIET LAPIDES, MD
1-1 — Chic. JUMPS: 29 To 24 — Firefall, 26 To 19 — Toto, 20 To 14 — Pointer Sisters, 18 To 9 — A. Bridges, Ex To 29 — Chanson, Ex To 26 — E. Clapton. ADDS: 18 — Rose Royce, A. Frehley, I. Matthews, O. Newton-John, D. Parton.

**WNOE — NEW ORLEANS — NICK BAZOO, MD**4-1 — Chic. JUMPS: 30 To 27 — L. Taylor, 28 To 24 — Meat Loaf, 27 To 23 — G. Rafferty, 26 To 22 — N. Larson, 22 To 15 — B. Seger, 25 To 14 — Pointer Sisters, 16 To 12 — Hot Chocolate, 13 To 10 — Queen,

# EGIONAL PROGRAMMING GUIDE

12 To 8 — Firefall, 10 To 7 — Bee Gees, Ex to 29 — B. Manilow, Ex To 28 — L. Ronstadt, Ex To 25 — Toto, Ex To R. Stewart. ADDS: 30 — Peaches & Herb, Babys, D. Parton.

NEW ORLEANS — TERRY YOUNG, MD

WTIX — NEW ORLEANS — TERRY YOUNG, MD

1-1 — Chic. JUMPS: 40 To 33 — Chanson, 39 To 32 — Foreigner, 37 To 30 — Meat Loaf, 32 To 29 — I. Matthews, 29 To 26 — Talking Heads, 30 To 25 — Hot Chocolate, 36 To 24 — G. Rafferty, 35 To 23 — N. Larson, 28 To 22 — Queen, 24 To 21 — K. Rogers, 38 To 20 — S. Bishop, 26 To 19 — O. Newton-John, 25 To 18 — E. Clapton, 22 To 17 — L. Taylor, 19 To 16 — C. Khan, 33 To 15 — Earth, Wind & Fire, 20 To 14 — A. Frehley, 34 To 13 — Pointer Sisters, 17 To 10 — B. Seger, 21 To 9 — Toto, 15 To 7 — L. Ronstadt, 12 To 6 — L. Garrett, 5 To 3 — B. Joel, Ex To 40 — Peaches & Herb, Ex To 37 — G. Simmons, Ex To 36 — Blues Bros., Ex To 35 — Cooper Bros., Ex To 34 — Exile, C. Lynn. ADDS: 39 — N. Olsson, 38 — R. Stewart, Babys, G. Chandler, G. Sutton, Styx, B. Caldwell, M. Hain, Sylvester, Hall & Oates, J.P. Young.

WKY — OKLAHOMA CITY — SANDY JONES, MD
1-1 — Barbra/Neil. JUMPS: 17 To 14 — Earth, Wind & Fire, 13 To 10 — A. Bridges, 14 To 8 — L. Ronstadt, Ex To 19 — N. Larson, Ex To 16 — E. Clapton, Ex To 15 — B. Seger. ADDS: A. Cooper, R. Stewart, Pointer Sisters, B. Manilow

KSLQ — ST. LOUIS — PHIL IRONS, MD
2-1 — Chic, JUMPS: 34 To 30 — Meat Loaf, 32 To 25 — O. Newton-John, 28 To 24 — Hot Chocolate, 22
To 16 — Talking Heads, 18 To 12 — L. Garrett, 15 To 9 — Pointer Sisters, 16 To 8 — B. Seger, 9 To 7 —
Queen. ADDS: 36 — Rolling Stones, 35 — Foreigner, 34 — Blues Bros., 33 — I. Matthews, 32 — C. Lynn,
P. Starley, G. Simmons P. Stanley, G. Simmons

**KXOK** — **ST. LOUIS** — **LEE DOUGLASS, PD** 3-1 — B. Joel, JUMPS: 26 To 23 — L. Taylor, 24 To 21 — G. Rafferty, 28 To 17 — O. Newton-John, 17 To 9 — B. Seger, 12 To 7 — A. Stewart, 6 To 4 — Bee Gees, Ex To 29 — LRB. ADDS: 30 — R. Stewart, 20 — E. Clapton, 11 — Toto.

**KEEL** — **SHREVEPORT** — **RANDY DAVIS, MD**8-1 — Chic. JUMPS: 25 To 22 — E. Clapton, 26 To 21 — B. Seger, 27 To 19 — A. Frehley, 23 To 18 — A. Cooper, 21 To 16 — Toto, 19 To 12 — Earth, Wind & Fire, 14 To 11 — Hot Chocolate, 9 To 7 — B. Joel, 10 To 5 — Village People, 7 To 3 — Bee Gees, Ex To 27 — Queen, Ex To 26 — Pointer Sisters, Ex To 25 — I. Matthews. ADDS: R. Stewart, C. Lynn.

KAKC — TULSA — MIKE McCARTHY, MD

1-1 — B. Joel. JUMPS: 36 To 31 — J. P. Young, 38 To 29 — B. Cummings, 29 To 25 — Moody Blues, 34 To 24 — Blues Bros., 30 To 22 — O. Newton-John, 27 To 23 — G. Rafferty, 21 To 17 — Pointer Sisters, 23 To 16 — N. Larson, 18 To 13 — Earth, Wind & Fire, 17 To 12 — B. Seger, 15 To 11 — M. Manchester, 14 To 10 — C. Khan,11 To 7 — L. Ronstadt, 8 To 6 — A. Gibb, 10 To 4 — E. John, Ex To 39 — Exile, Ex To 38 — Hall & Oates, Ex To 37 — Rose Royce, Ex To 36 — Chicago, Ex To 34 — Capt. & Tennille. ADDS: B. Manilow, Eagles, A. Green, Doobie Bros., M. MacGregor.

KELI — TULSA — RAY LIVINGSTON, PD

1-1 — Chic. JUMPS: 30 To 24 — Blues Bros. 27 To 21 — Queen, 18 To 15 — N. Larson, 25 To 14 — A. Frehley, 19 To 13 — A. Cooper, 15 To 12 — B. Seger, 20 To 11 — Earth, Wind & Fire, 12 To 10 — Foxy, 10 To 8 — Toto, 9 To 7 — Hot Chocolate, 6 To 4 — Village People, 4 To 2 — Bee Gees, Ex To 29 — K. Rogers, Ex To 28 — Peaches & herb, Ex To 23 — E. Clapton, Ex To 18 — Eagles. ADDS: 30 — R. Stewart, Shalamar, D. Ross, Hall & Oates, D. Friedman.

# **MIDWEST**

WLS — CHICAGO — ALAN BURNS, MD 4-1 — Chic. JUMPS: 22 To 17 — A. Bridges — Earth, Wind & Fire, 14 — A. Gibb. A. Bridges, 11 To 9 — G. Vannelli, 10 To 7 — Village People. ADDS: 20

**WMET — CHICAGO — BOBBY CHRISTIAN, PD**1-1 — B. Joel. JUMPS: 32 To 29 — I. Matthews, 31 To 24 — B. Seger, 24 To 18 — Eagles, 20 To 14 — Foreigner, 14 To 12 — K. Loggins, 18 To 11 — A. Cooper, 16 To 10 — Toto, 9 To 7 — Heart, 7 To 4 — Firefall. ADDS: 32 — Blues Bros., 31 — Earth, Wind & Fire, 30 — N. Larson.

Q102 — CINCINNATI — MARK ELLIOT, MD
11-1 — Chic, JUMPS: 37 To 33 — K. Loggins, 36 To 32 — I. Matthews, 34 To 29 — Foreigner, 33 To 28 —
Rolling Stones, 32 To 27 — Cars, 29 To 26 — Village People, 28 To 25 — Pointer Sisters, 26 To 22 — O.
Newton-John, 25 To 20 — Earth, Wind & Fire, 17 To 14 — G. Simmons, 12 To 10 — B. Joel, 9 To 7 — A.
Frehley, 7 To 5 — Queen, 5 To 3 — Dr. Hook. ADDS: 37 — R. Stewart, 36 — Hot Chocolate.

WGCL — CLEVELAND — JEFF GERBER, MD

1-1 — Chic. JUMPS: 23 To 18 — B. Seger, 20 To 14 — L. Garrett, 16 To 13 — Queen, 11 To 8 — Earth, Wind & Fire, Ex To 30 — G. Simmons, Ex To 20 — O. Newton-John. ADDS: 23 — Blues Bros.

WZZP — CLEVELAND — TOM JEFFRIES, PD/MD 3-1 — Chic. JUMPS: 33 To 29 — Rose Royce, 31 To 26 — Blues Bros., 32 To 25 — N. Larson, 27 To 22 — Rolling Stones, 28 To 21 — E. Clapton, 23 To 20 — J. Geils, 20 To 17 — L. Garrett, 24 To 16 — I. Matthews, 18 To 14 — C. Khan, 17 To 12 — O. Newton-John, 12 To 10 — A. Frehley, 11 To 9 — B. Seger, 10 To 8 — Cars, Ex To 35 — Chicago, Ex To 34 — Pointer Sisters, Ex To 32 — R. Stewart, Ex To 30 — Boston. ADDS: Guess Who, S. Bishop, Foreigner, T. Tucker, 27 — B. Manilow.

WNCI — COLUMBUS — STEVE EDWARDS, MD
1-1 — Chic. JUMPS: 20 To 15 — Village People, 18 To 12 — O. Newton-John, 15 To 8 — Earth, Wind & Fire, 7 To 3 — Toto, Ex To 20 — C. Lynn, Ex To 19 — E. Clapton. ADDS: 21 — D. Hartman, L. Ronstadt, B. Seger, L. Ronstadt.

WING — DAYTON — KEN WARREN, MD
4-1 — Toto. JUMPS: 29 To 24 — B. Manilow, 30 To 23 — D. Hartman, 28 To 21 — N. Larson, 24 To 19 — I.
Matthews, 28 To 18 — Village People, 17 To 14 — E. Clapton, 19 To 13 — Eagles, 15 To 11 — B. Seger, 12
To 9 — Earth, Wind & Fire, 12 To 8 — L. Ronstadt, 6 To 4 — Bee Gees, Ex To 30 — Foreigner, Ex To 29 —
R. Stewart. ADDS: 28 — Chicago, 27 — Blues Bros.

KIOA — DES MOINES — GARY STEVENS, PD/MD
1-1 — Barbra/Neil. JUMPS: 22 To 19 — L. Ronstadt, 25 To 18 — A. Cooper, 21 To 11 — Chic, 19 To 9 — Toto, 11 To 7 — A. Gibb. ADDS: 25 — Hot Chocolate, 24 — I. Matthews, 21 — B. Seger.

CKLW — DETROIT — ROSALIE TROMBLEY, MD
1-1 — Chic. JUMPS: 29 To 26 — O. Newton-John, 26 To 23 — N. Gilder, 23 To 20 — Rolling Stones, 20 To 12 — E.C. King, 12 To 8 — Earth, Wind & Fire, Ex To 30 — R. Stewart. ADDS: B. Manilow.

WDRQ — DETROIT — CHARITA DORAM, MD
1-1— Chic. JUMPS: 35 To 32— N. Gilder, 34 To 31— J. Geils, 33 To 29— N. Larson, 32 To 28 — Talking
Heads, 31 To 27 — Pointer Sisters, 30 To 26— C. Lynn, 29 To 25— R. Laws, 28 To 23— Chanson, 26 To
22— Bee Gees, 22 To 19— Queen, 20 To 17— Cars, 23 To 16— Earth, Wind & Fire, 16 To 10— L.
Ronstadt, 14 To 9— Firefall, 12 To 8— B. Seger, 9 To 7— A. Bridges, 8 To 2— Toto. ADDS: 35— E.C.
King, 34— Blues Bros., 33— R. Stewart.

KFMD — DUBUQUE — STEVE SESTERHENN, MD 4-1 — Bee Gees. JUMPS: 24 To 21 — Pointer Sisters, 23 To 19 — N. Larson, 21 To 17 — I. Matthews, 16 To 13 — A. Cooper, 17 To 9 — B. Seger, 10 To 8 — A. Bridges, 7 To 3 — Chic. ADDS: B. Manilow, R. Stewart, E. Clapton, D. Hartman.

**WEBC** — **DULUTH** — **STEVE OLIVER, MD**4-1 — Chic. JUMPS: 30 To 27 — R. Stewart, 29 To 25 — Hot Chocolate, 28 To 21 — N. Larson, 26 To 19 — Earth, Wind & Fire, 25 To 18 — I. Matthews, 23 To 17 — Pointer Sisters, 19 To 16 — Toto, 21 To 13 — O. Newton-John, 10 To 7 — Village People, 8 To 6 — E. Clapton, Ex To 28 — B. Manilow, Ex To 24 — Eagles. ADDS: L. Taylor, Blues Bros.

WNDE — INDIANAPOLIS — JEFF LUCIFER, PD 10-1 — Chic. JUMPS: 23 To 20 — A. Cooper, 25 To 14 — B. Seger, 15 To 11 — L. Garrett, 9-5 — Bee Gees, Ex To 29 — Queen, Ex To 28 — N. Larson. ADDS: Earth, Wind & Fire, L. Taylor, Faith Band, B. Manilow, I. Matthews, Eagles.

KBEQ — KANSAS CITY — KIM WELSH, MD

1-1 — Chic. JUMPS: 29 To 26 — N. Larson, 28 To 14 — I. Matthews, 26 To 22 — Hot Chocolate, 25 To 21 — Earth, Wind & Fire, 30 To 20 — K. Rogers, 24 To 19 — R. Stewart, 22 To 18 — L. Ronstadt, 21 To 17 — E. Carmen, 27 To 10 — Eagles, 12 To 8 — A. Gibb, 6 To 4 — Bee Gees, 7 To 3 — A. Bridges. ADDS: 30 — Meat Loaf, 29 — Pointer Sisters, 28 — B. Seger, L. Garrett, B. Manilow.

WHB — KANSAS CITY — DON BERNS, MD
4-1 — Bee Gees. JUMPS: 39 To 33 — Pointer Sisters, 38 To 30 — R. Stewart, 32 To 29 — Boston, 31 To 28 — C. Kahn, 30 To 27 — G. Rafferty, 33 To 25 — Hot Chocolate, 28 To 24 — N. Larson, 35 To 23 — Eagles, 26 To 22 — O.Newton-John, 25 To 19 — I. Matthews, 21 To 18 — Earth, Wind & Fire, 18 To 15 — Meat Loaf, 27 To 14 — K. Rogers, 15 To 10 — Dr. Hook, 19 To 9 — A. Bridges, 7 To 5 — Toto, 5 To 3 —

Chic. ADDS: 40 — Chanson, 39 — Babys, 38 — Styx

WKLO — LOUISVILLE — GARY MAJOR, PD/MD
Ex-1 — Chic. JUMPS: 27 To 22 — N. Larson, 28 To 21 — E. Clapton, 26 To 19 — R. Coolidge, 21 To 18 — B. Seger, 9 To 3 — A. Gibb, Ex To 30 — J. Lee Lewis, Ex To 29 — Earth, Wind & Fire, Ex To 24 — I. Matthews. ADDS: Chanson, Rolling Stones, D. Parton, R. Stewart, Hall & Oates, Capt. & Tennille.

WISM — MADISON — JON LITTLE, PD

1-1 — B. Joel. JUMPS: 30 To 27 — I. Matthews, 29 To 25 — O. Newton-John, 27 To 24 — K. Loggins, 28 To 21 — Earth, Wind & Fire, 22 To 18 — E. Clapton, 25 To 17 — N. Larson, 19 To 15 — Hot Chocolate, 21 To 14 — Giorgio, 17 To 13 — A. Cooper, 16 To 11 — B. Seger, 9 To 4 — Toto, 10 To 6 — L. Ronstadt, 13 To 9 — Village People, 7 To 3 — Chic, Ex To 30 — A. Frehley, Ex To 29 — L. Taylor, Ex To 28 — Eagles, Ex To 26 — Pointer Sisters. ADDS: C. Lynn, M. Manchester, Babys, G. Sutton. WOKY — MILWAUKEE — JEFF RYDER, PD

1-1 — B. Joel. JUMPS: 29 To 23 — N. Larson, 25 To 22 — K.C. & Sunshine Band, 26 To 21 — P. Davis, 23

To 16 — A. Bridges, 18 To 10 — Firefall, 9 To 7 — Bee Gees, 7 To 5 — Chic, 4 To 2 — Toto, Ex To 26 — L. Ronstadt. ADDS: Blues Bros., R. Stewart, Earth, Wind & Fire, Eagles.

WZUU — MILWAUKEE — CHRIS CURTIS, PD
15-1 — Chic. JUMPS: 21 To 18 — Hot Chocolate, 20 To 17 — R. Stewart, 16 To 12 — E. Clapton, 25 — I. Matthews, 24 — Pointer Sisters, 23 — O. Newton-John, 21 — Earth, Wind & Fire, Styx, Chicago.

KDWB — MINNEAPOLIS — DAVE THOMPSON, MD
4-1 — Bee Gees. JUMPS: 29 To 24 — A. Cooper, 26 To 19 — Pointer Sisters, 20 To 17 — N. Larson, 21 To 16 — L. Ronstadt, 18 To 15 — Heart, 16 To 13 — M. Manchester, 12 To 8 — Toto, 11 To 5 — P. Davis, ADDS: 29 — R. Stewart, 21 — Chic.

**WOW — OMAHA — ROGER DAVIS, MD**4-1 — Chic. JUMPS: 30 To 24 — A. Frehley, 28 To 23 — B. Seger, 29 To 17 — O. Newton-John, 20 To 15 — Hot Chocolate, 17 To 11 — Queen, 13 To 8 — L. Ronstadt, Ex To 26 — L. Garrett, Ex To 25 — Eagles. ADDS: R. Stewart.

 $\begin{array}{l} \textbf{13-Q} \leftarrow \textbf{PITTSBURGH} \leftarrow \textbf{JIM QUINN, PD} \\ \textbf{2-1} \leftarrow \text{Chic. JUMPS: } 28 \text{ To } 24 \leftarrow \text{Rose Royce, } 29 \text{ To } 23 \leftarrow \text{A. Cooper, } 30 \text{ To } 21 \leftarrow \text{N. Larson, } 25 \text{ To } 19 \leftarrow \text{E. John, } 23 \text{ To } 17 \leftarrow \text{B. Seger, } 19 \text{ To } 16 \leftarrow \text{I. Matthews, } 26 \text{ To } 14 \leftarrow \text{D. Hartman, } 20 \text{ To } 13 \leftarrow \text{E. Clapton, } 21 \text{ To } 10 \leftarrow \text{O. Newton-John, } 11 \text{ To } 9 \leftarrow \text{Earth, Wind \& Fire, } 9 \text{ To } 7 \leftarrow \text{Dr. Hook, } 7 \text{ To } 5 \leftarrow \text{B. Joel, Ex To } 27 \leftarrow \text{A. Frehley, Ex To } 25 \leftarrow \text{Rolling Stones.} \end{array}$ 

KRKE — ALBUQUERQUE — CHRIS CAREY, PD
1-1 — B. Joel. JUMPS: 30 To 24 — R. Stewart, 25 To 22 — Eagles, 26 To 19 — Pointer Sisters, 20 To 17 — O. Newton-John, 22 To 16 — N. Larson, 18 To 12 — E. Clapton, 17 To 10 — Earth, Wind & Fire, 11 To 9 — B. Seger, 10 To 8 — Firefall. ADDS: 30 — Chicago, 29 — G. Rafferty, 23 — Hot Chocolate.

KERN — BAKERSFIELD — PETE SHANNON, MD

1-1 — Barbra/Neil. JUMPS: 15 To 12 — A. Gibb, 14 To 11 — P. Davis, 13 To 9 — Toto, 11 To 7 — B. Joel, 10 To 5 — Bee Gees, 6 To 3 — A. Stewart, Ex To 30 — I. Matthews, Ex To 29 — Eagles. ADDS: R. Stewart, Chanson, K. Loggins.

KTLK — DENVER — PAUL MATTHEWS, MD

1-1 — Bee Gees. JUMPS: 35 To 32 — B. Manilow, 34 To 30 — Raes, 33 To 29 — Exile, 31 To 28 — Chanson, 29 To 26 — I. Matthews, 30 To 24 — C. Lynn, 28 To 19 — D. Hartman, 27 To 17 — Pointer Sisters, 20 To 16 — B. Seger, 18 To 15 — A. Cooper, 17 To 14 — E. John, 16 To 13 — Toto, 15 To 8 — Earth, Wind & Fire, 10 To 6 — R. James, 9To 5 — Chic, 6To 4 — L. Ronstadt, Ex To 35 — B. White, Ex To 34 — M. Manchester, Ex To 33 — Chicago, Ex To 27 — R. Stewart. ADDS: E. Money. C. Stevens, Foreigner, E.C. King, M. Hain, Peaches & Herb, Rose Royce.

KIMN — DENVER — ED GREENE, MD

1-1 — Bee Gees. JUMPS: 30 To 27 — Blues Bros., 29 To 26 — Pointer Sisters, 28 To 25 — O. Newton-John, 25 To 23 — B. Seger, 24 To 20 — L. Ronstadt, 18 To 15 — E. John, 20 To 14 — Earth, Wind & Fire, 17 To 13 — Toto, 16 To 11 — A. Cooper, 13 To 9 — Firefall, 9 To 6 — P. Davis, 6 To 3 — B. Joel, Ex To 30 — N. Larson, Ex To 29 — Chic. ADDS: R. Stewart, G. Rafferty.

KENO — LAS VEGAS — STEVE SOMMERS, MD

1-1 — Chic. JUMPS: 30 To 26 — Foreigner, 27 To 24 — O. Newton-John, 24 To 20 — Earth, Wind & Fire, 21 To 18 — Fogelberg/Weisberg, 19 To 15 — L. Ronstadt, 18 To 14 — B. Seger, 13 To 9 — Barbra/Neil, 12 To 8 — Firefall, Ex To 30 — B. Manilow, Ex To 29 — N. Larson, Ex To 21 — E. Clapton. ADDS: N. Larson, B. Manilow, Exile, C. Stevens, A. Frehley, K. Loggins, Village People, Eagles, Hot Chocolate.

KRTH — LOS ANGELES — BOB HAMILTON, PD
1-1 — Barbra/Neil. JUMPS: 30 To 26 — O. Newton-John, 26 To 18 — Eagles, 20 To 17 — N. Larson, 17
To 13 — C. Lynn, 14 To 11 — D. Hartman, 10 To 8 — Earth, Wind & Fire, 9 To 7 — B. Joel, Ex To 30 — N. Olsson. ADDS: 29 — Hot Chocolate, Chicago.

KHJ - LOS ANGELES - STEVE CASEY, MD

2-1 — Bee Gees. JUMPS: 30 To 26 — Pointer Sisters, 29 To 25 — E. Clapton, 21 To 17 — Firefall, 27 To 15 — Eagles, 11 To 7 — B. Joel, 10 To 6 — L. Ronstadt, 7 To 4 — Village People. ADDS: 30 — McCoo & Davis, 29 — I. Matthews, 28 — O. Newton-John, 27 — B. Manilow.

10Q — LOS ANGELES — GARY GREENBERG/CONNIE SINGER, MD
7-1 — Chic. JUMPS: 28 To 24 — I. Matthews, 26 To 23 — Chanson, 24 To 20 — N. Larson, 13 To 5 — A. Bridges, 6 To 3 — Village People, 4 To 2 — Toto. ADDS: 27 — Pointer Sisters, 26 — G. Rafferty...

KPAM — PORTLAND — MICHAEL O'BRIAN, PD
6-1 — Chic. JUMPS: 30 To 27 — A. Frehley, 27 To 24 — Queen, 29 To 22 — Pointer Sisters, 21 To 17 — Hot Chocolate, 18 To 14 — E. Clapton, 17 To 13 — Earth, Wind & Fire, 15 To 12 — A. Cooper, 13 To 10 — B. Seger, 12 To 8 — L. Ronstadt, 9 To 7 — Village People, Ex To 30 — G. Rafferty, Ex To 29 — R. Stewart, Ex To 28 — D. Hartman. ADDS: C. Lynn, B. Manilow, Blues Bros., K. Rogers.

KCPX — SALT LAKE CITY — GARY WALDRON, PD 5-1 — Chic. JUMPS: 32 To 25 — D. Hartman, 29 To 21 — Toto, 26 To 20 — B. Seger, 22 To 18 — I. Matthews, 23 To 17 — Pointer Sisters, 20 To 16 — L. Ronstadt, 24 To 14 — N. Larson, 16 To 12 — B. Manilow, 14 To 10 — A. Cooper, 13 To 9 — O. Newton-John, 9 To 7 — Earth, Wind & Fire, 7 To 4 — Hot Chocolate, 4 To 2 — Bee Gees, Ex To 29 — N. Olsson, Ex To 27 — E. Clapton, Ex To 24 — R. Stewart, ADDS: Sad Cafe, Styx, L. Taylor, L. Garrett.

B-100 — SAN DIEGO — C.C. McCARTNEY, PD
5-1 — A. Stewart. JUMPS: 21 To 17 — K. Loggins, 12 To 10 — B. Seger, Ex To 25 — Chicago, Ex To 24 — R. Stewart, Ex To 19 — Rolling Stones, Ex To 14 — Foreigner. ADDS: N. Larson, A. Frehley, Blues Bros.,

KCBQ — SAN DIEGO — NINA GOMEZ, MD 1-1 — Barbra/Neil. JUMPS: 35 To 32 — O. Newton-John, 33 To 30 — N. Larson, 32 To 29 — E. Clapton, 30 To 27 — D. Hartman, 28 To 25 — Talking Heads, 27 To 24 — K. Loggins, 26 To 23 — Queen, 25 To 22 — C. Khan, 24 To 21 — Hot Chocolate, 23 To 20 — I. Matthews, 21 To 18 — Pointer Sisters, 20 To 17 — P. Davis, 16 To 11 — Cars, 19 To 10 — B. Seger, 13 To 9 — Fogelberg/Weisberg, 11 To 7 — A. Bridges, 10 To 5 — Bee Gees, 6 To 3 — B. Joel, 7 To 2 — Chic. ADDS: 40 — Eagles, 39 — R. Stewart, 38 — G. Rafferty, 37 — Blues Bros., 36 — Chanson.

KFRC — SAN FRANCISCO — DAVE SHOLIN, MD
1-1 — Chic. JUMPS: 38 To 26 — G. Rafferty, 27 To 24 — R. Stewart, 26 To 23 — Pointer Sisters, 24 To 20 — N. Larson, 23 To 17 — C. Lyon, 13 To 10 — A. Bridges, Ex To 25 — Rolling Stones. ADDS: E. Clapton, Hot Chocolate, Babys, D. Parton.

KYA — SAN FRANCISCO — RICK SCOTT, MD
2-1 — Barbra/Neil. JUMPS: 22 To 15 — V. Morrison, 20 To 14 — E. Clapton, 19 To 16 — E. John, 13 To 9
— B. Joel, 12 To 6 — Chic, 7 To 2 — Earth, Wind & Fire, Ex To 25 — A. Cooper, Ex To 18 — Bee Gees.
ADDS: G. Rafferty, Boston, Player, Chicago, B. Caldwell, K. Loggins, J. Hayward.

KING — SEATTLE — TOM McKAY, MD
5-1 — Chic. JUMPS: 25 To 22 — I. Matthews, 22 To 18 — N. Larson, 20 To 15 — Pointer Sisters, 18 To 11 — O. Newton-John, 14 To 10 — Hot Chocolate, 8 To 5 — Earth, Wind & Fire, 6 To 4 — Bee Gees, Ex To 25 — M. Manchester, Ex To 24 — R. Stewart. ADDS: Santana, Rose Royce, Pablo Cruise, Rolling Stones.

KJRB — SPOKANE — TOM HUTYLER, MD
4-1 — Chic. JUMPS: 30 To 23 — R. Stewart, 25 To 22 — Eagles, 23 To 20 — I. Matthews, 22 To 17 — A. Frehley, 21 To 14 — O. Newton-John, 24 To 13 — Pointer Sisters, 15 To 9 — Earth, Wind & Fire, 11 To 6 — Hot Chocolate, 9 To 7 — Bee Gees, Ex To 30 — M. Manchester, Ex To 29 — G. Gaynor, Ex To 21 — K. Poorer, ADDS: M. Hair, Escalance Rogers. ADDS: M. Hain, Foreigner

# ANALYSIS

# REGIONAL ACTION

Most Added 1. SOUL MAN — Blues Brothers — Atlantic

2. NO TELL LOVER — Chicago — Columbia
3. SHAKE YOUR GROOVE THING — Peaches & Herb — Polydor

3. SHAKE YOUR GROOVE THING — Peaches & Herb —
4. BABY I'M BURNIN' — Dolly Parton — RCA

Most Active 1. SEPTEMBER — Earth, Wind & Fire — ARC/Columbia
2. WE'VE GOT TONITE — Bob Seger — Capitol
3. HOLD THE LINE — Toto — Columbia
4. OOH BABY BABY — Linda Ronstadt — Asylum

SOUTHE AST

Most Added 1. LOVE DON'T LIVE HERE ANYMORE — Rose Royce — Warner Bros.

2. NO TELL LOVER — Chicago — Columbia

3. SOUL MAN — Blues Brothers — Atlantic

4. SHAKE YOUR GROOVE THING — Peaches & Herb — Polydor

Most Active 1. FIRE — Pointer Sisters — Planet

2. LOTTA LOVE — Nicolette Larson — Warner Bros.

3. EVERY 1'S A WINNER — Hot Chocolate — Infinity

4. A LITTLE MORE LOVE — Olivia Newton-John — MCA

SOUTHWEST

Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros.

Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros. 2. SHAKE IT — Ian Matthews — Mushroom

2. SHAKE II — Ian Matthews — Mushroom
3. SOMEWHERE IN THE NIGHT — Barry Manilow — Arista
4. PROMISE — Eric Clapton — RSO
Most Active 1. FIRE — Pointer Sisters — Planet
2. SEPTEMBER — Earth, Wind & Fire — ARC/Columbia
3. WE'VE GOT TONITE — Bob Seger — Capitol
4. EVERY 1'S A WINNER — Hot Chocolate — Infinity

# **MIDWEST**

Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros.
2. SOUL MAN — Blues Brothers — Atlantic
3. SEPTEMBER — Earth, Wind & Fire — ARC/Columbia

3. SEPTEMBER — Earth, Wind & Fire — ARC/Columbia
4. SOMEWHERE IN THE NIGHT — Barry Manilow — Arista
Most Active 1. LOTTA LOVE — Nicolette Larson — Warner Bros.
2. SEPTEMBER — Earth, Wind & Fire — ARC/Columbia
3. HOLD THE LINE — Toto — Columbia
4. WE'VE GOT TONITE — Bob Seger — Capitol

WEST

Most Added 1. DO YA THINK I'M SEXY — Rod Stewart — Warner Bros.
2. HOME AND DRY — Gerry Rafferty — United Artists
3. SOUL MAN — Blues Brothers — Atlantic

4. EVERY 1'S A WINNER — Hot Chocolate — Infinity
Most Active 1. SEPTEMBER — Earth, Wind & Fire — Columbia
2. FIRE — Pointer Sisters — Planet
3. LOTTA LOVE — Nicolette Larson — Warner Bros.

4. A LITTLE MORE LOVE — Olivia Newton-John — MCA

# RADIO ACTIVE SINGLES

SEPTEMBER — EARTH, WIND & FIRE — ARC/COLUMBIA
WKY 17-14, WNCI 15-8, WISM 28-21, WHHY 16-12, WLEE 5-2, WCAO 10-6, WAPE 1310, KPAM 17-13, KJRB 15-9, KBEQ 25-21, WTIX 33-15, KEEL 19-12, BJ105 19-15,
WAYS 11-8, KCPX 9-7, KTAC 14-11, KTLK 15-8, WING 13-9, Q102 25-20, WKLO ex29, WBBQ 12-9, KAKC 18-13, KRBE 24-21, KING 8-5, KYA 7-2, WDRC 26-17, WABC
36-29, WIFI 30-16, WBBF 32-28, KNUS 21-16, KIMN 20-14, WDRQ 12-8, WHB 21-18,
WGCL 11-8, 13Q 11-9, KRTH 10-8, KILT 30-19, WDRQ 23-16, 99X 21-16, WRKO 23-18,

LOTTA LOVE — NICOLETTE LARSON — WARNER BROS.

10Q 24-20, WKY ex-19, WISM 25-17, WNDE ex-28, WHHY 9-5, WLEE 11-9, WCAO 13-9, WAPE 26-23, WKBW 24-14, WTIX 35-23, BJ105 39-33, WSGA 18-15, WLAC 35-30, WAYS 14-6, WSGN 16-8, KCPX 24-14, KBEQ 29-26, WZZP 32-25, WING 28-21, Q102 35-31, WKLO 27-22, WOKY 29-23, WBBQ 25-13, KAKC 23-16, WNDE 26-22, KING 22-18, WDRC 29-24, WIFI ex-27, WQXI 10-7, KNUS 30-23, KCBQ 33-30, KIMN ex-30, WHB 28-24, 13Q 30-21, KFRC 24-20, KRTH 20-17, KILT 40-35, KDWB 20-17, WDRQ

FIRE - POINTER SISTERS - PLANET WISM ex-26, WHHY 12-7, WLEE 13-6, WCAO 11-8, Y100 20-14, KPAM 29-22, KJRB 24-13, WKBW 18-13, WTIX 34-13, KEEL ex-26, WSGA 12-7, Q94 17-14, WLAC 26-20, WAYS 12-7, WSGN 25-18, KCPX 23-17, KTAC 26-19, KTLK 27-17, WZZP ex-34, Q102 28-25, WBBQ 17-12, KSLQ 15-9, KAKC 21-17, WNDE 25-14, KRBE 10-8, KING 20-15, WDRC 28-25, WIFI 29-25, 96X 23-14, KCBQ 21-18, KIMN 29-26, WHB 39-33, KFRC 26-23, KHJ 30-26, KILT 7-4, WHBQ 20-14, KDWB 26-19, WDRQ 31-27, 99X 25-20.

A LITTLE MORE LOVE — OLIVIA NEWTON-JOHN — MCA
WNCI 18-12, WISM 29-25, WHHY 26-23, WCAO 22-18, KJRB 21-14, WKBW 28-25,
WTIX 26-19, KXOK 28-17, BJ105 35-29, Q94 23-19, WAYS 23-20, WSGN 20-17, KCPX
13-9, KTAC 22-18, WZZP 17-12, Q102 26-22, WOW 29-17, WBBQ 29-24, KSLQ 32-25,
KAKC 30-22, KING 18-11, WDRC 25-22, WIFI ex-29, WBBF 19-15, WQXI 20-16, KNUS
ex-28, KCBQ 35-32, KIMN 28-25, CKLW 29-26, WHB 26-22, WGCL ex-20, 13Q 21-10,
KRTH 30-26, KILT 33-29, WRKO 29-25.

WE'VE GOT TONITE — BOB SEGER — CAPITOL
WKY ex-15, WISM 16-11, WNDE 25-14, WHHY 19-14, WAPE 7-3, B100 12-10, KPAM
13-10, F105 19-16, WTIX 17-10, KEEL 26-21, KXOK 17-9, BJ105 21-16, Q94 19-15,
WSGN 14-6, KCPX 26-20, KTLK 20-16, WZZP 11-9, WING 15-11, WKLO 21-18, WOW
28-23, KSLQ 16-8, KAKC 17-12, WNDE 22-15, WDRC 22-18, WIFI 21-15, WBBF 29-22,
KNUS 19-15, KCBQ 19-10, WGCL 23-18, 13Q 23-17, WMET 31-24, WDRQ 12-8, 99X 29-24. WRKO 18-14

# MOST ADDED RECORDS

DO YA THINK I'M SEXY — ROD STEWART — WARNER BROS. WKY, WKLO, WOW, WOKY, Q102, KTAC, KXOK, KEEL, WTIX, WIFI, KERN, KIMN, KCBQ, WDRQ, KDWB, WMFJ, WAIR, WKIX, KFMD, KELI.

SOUL MAN — BLUES BROS. — ATLANTIC WLEE, B-100, KPAM, WKBW, WOKY, WING, WAYS, WSGA, WIFI, KSLQ, WGCL, WMET, KCBQ, WDRQ, WAIR, WTLB, WEBC, WTRY, WGUY.

NO TELL LOVER — CHICAGO — COLUMBIA WCAO, WING, WSGN, Q94, BJ 105, KYA, WBBQ, WZUU, KRTH, KRKE, V-97, WTLB, WGUY, WBLI.

**SOMEWHERE IN THE NIGHT — BARRY MANILOW — ARISTA** WKY, WNDE, WAPE, KPAM, KBEQ, WZZP, KAKC, WBBF, CKLW, KHJ, V-97, KFMD, KENO.

GOT TO BE REAL — CHERYL LYNN — COLUMBIA WISM, WLEE, KPAM, WSGN, Q94, KEEL, KSLQ, KLIF, JB105, WRKO.

LOVE DON'T LIVE HERE ANYMORE — ROSE ROYCE — WARNER BROS. WHHY, WLEE, WCAO, KTLK, BJ105, KING, WQXI, WHBQ, WAIR, V-97

SHAKE YOUR GROOVE THING — PEACHES & HERB — POLYDOR WHHY, KTLK, WSGA, WNOE, WQXI, WANS, WTLB, WAVZ, WBLI.

BABY I'M BURNIN' — DOLLY PARTON — RCA WKLO, WDRC, WNOE, KLIF, WRKO, WHBQ, KFRC, WAIR.

BLUE MORNING, BLUE DAY — FOREIGNER — ATLANTIC KJRB, WZZP, KTLK, WLAC, Q94, KSLQ, WBBF.

LOTTA LOVE — NICOLETTE LARSON — WARNER BROS. WNCI, B-100, WBBF, WMET, 96X, 99X, KENO.

HOME AND DRY — GERRY RAFFERTY — UNITED ARTISTS 10Q, WIFI, KYA, KIMN, KCBQ, KRKE, WTRY.

EVERY 1'S A WINNER — HOT CHOCOLATE — KIOA, WKBW, Q102, KFRC, KRTH, KRKE, KENO. - INFINITY

DON'T HOLD BACK — CHANSON — ARIC WKLO, WLAC, WSGA, KERN, WHB, KCBQ.

PLEASE COME HOME FOR CHRISTMAS — EAGLES — ELEKTRA WNDE, WOKY, KAKC, WBBF, KCBQ, KENO.

# SECONDARY RADIO ACTIVE

**SEPTEMBER** — **EARTH, WIND & FIRE** — **ARC/COLUMBIA**KRKE 17-10, WMFJ 16-7, WKIX 8-5, WRFC 9-6, V97 19-16, WANS 13-10, KINT 25-17, WTLB 15-10, KFMD ex-22, WEBC 26-19, WTRY 16-10, WGUY 25-22, WBLI 15-11, KELI 20-11, KENO 24-20, WKWK 23-19, WIFE 30-26, WBGN 26-20, KKLS 21-18, WDBQ ex-29, WSPT 19-13, KROY 14-10, KYNO 17-12, KSLY 10-5.

LOTTA LOVE — NICOLETTE LARSON — WARNER BROS. KRKE 22-16, WMFJ 36-28, WAIR 31-23, WRFC 22-19, V97 ex-33, WANS 20-16, KINT 29-22, WTLB 30-26, KFMD 23-19, WEBC 28-21, WAVZ 22-19, WTRY 21-15, WGUY 26-23, WBLI ex-30, KELI 18-15, KENO ex-29, WKWK 21-13, WBGN 34-15, KKLS 23-20, WSPT 21-16, KAAY ex-23, KROY ex-29, KSLY 5-2.

FIRE — POINTER SISTERS — PLANET
KRKE 26-19, WAIR 25-16, WKIX ex-30, WRFC 15-8, V97 33-17, WANS 12-7, WTLB ex27, KFMD 24-21, WEBC 23-17, WAVZ 28-23, WGUY ex-29, WBLI 24-20, WKWK 31-23, WIFE 32-27, WBGN 27-21, WSPT 26-23, KROY 30-27, KSLY 7-4.

**EVERY 1'S A WINNER — HOT CHOCOLATE — INFINITY**WMFJ 29-19, WKIX 30-26, WRFC 18-15, V97 21-18, KINT 18-12, WEBC 29-25, WTRY ex-28, WGUY 18-15, KELI 9-7, WKWK 26-20, WBGN 28-25, KKLS 25-19, WSPT 16-12, KROY ex-30, KYNO 25-19, KSLY 29-23.

A LITTLE MORE LOVE — OLIVIA NEWTON-JOHN — MCA KRKE 20-17, WMFJ 45-35, WAIR 12-6, WRFC 17-13, WANS 33-27, KING ex-30, WTLB 25-20, KFMD ex-23, WEBC 21-13, WGUY 23-19, KENO 27-24, WKWK 28-21, WBGN ex-29, KKLS 17-14, WDBQ 27-22.

**WE'VE GOT TONITE** — **BOB SEGER** — **CAPITOL**KRKE 11-9, WMFJ 9-4, WAIR 13-8, WRFC 14-11, WANS 6-2, KFMD 17-9, WTRY 20-12,
WGUY 13-10, KELI 15-12, KENO 18-14, WBGN 14-11, WSPT 12-10, KAAY ex-25, KROY 20-17

DO YA THINK I'M SEXY — ROD STEWART — WARNER BROS. KRKE 30-24, WRFC ex-27, V97 ex-34, WANS 32-25, WTLB ex-30, WEBC 30-27, WAVZ 25-17, WTRY ex-30, WGUY ex-30, WBLI ex-25, WKWK ex-32, WSPT ex-27, KSLY ex-

# Homogenized Music Helps Sales, Complicates Airplay

(continued from page C-5)

as King Karol, multi-category placement is also practiced in the racked record departments of stores by some of the nation's rackiobbers.

John Kaplan, executive vice president of the Handelman Co., which racks K mart stores says, "We prefer to go across-the-board where we can. With Earth, Wind and Fire, we put them in the pop section because they appeal to pop audiences, but we also give them space in the soul section, because you can't eliminate them from their original category.

"It's good for us, so we are willing to cooperate with the suppliers," Kaplan says. "But only the item that has crossed over is exposed in more than one area," he added. The rest of the artist's more traditional catalog material, he said, remains in its original category.

**Exposing Catalog** 

Karol. however, moves even the catalog material to other sections in some instances. "When Dolly Parton suddenly appeals to people who listen to female vocalists but aren't particularly interested in country music, they will come back and ask what else we have by her. So we also move her catalog to both places. A lot of

in-store displays.

At Peaches Records' Hollywood store, for instance, a window display during the peak of the holiday sales season featured merchandising materials supporting the latest albums by crossover artists Tanya Tucker, Kenny Rogers, Ashford & Simpson and Bobby Caldwell in addition to pop stalwart Kenny Loggins. In fact, Loggins was the only artist in the display whose success had not begun in either the R&B, country or disco fields.

Overall Sales Increase

Most retailers said they think the increased sales artists have achieved by broadening their appeal has contributed to an overall increase in retail business, although individual dealers differ in their opinions as to just how big the crossover sales increase has been.

Not only can retailers boost sales and consumer awareness through creative displays and merchandising, their sales reports can also provide label promotion reps with the leverage they need to persuade a pop radio programmer to consider adding their record.

At WABC in New York, an artist from a strict R&B, jazz or country background will not be hindered by his past image, opera-

**E/A SIGNS MARTIN MULL** — Martin Mull recently signed with Elektra/Asylum Records and will release his debut LP for the label next spring. Pictured (I-r) are: Steve Wax, E/A president; Mull; Joe Smith, chairman and Larry Brezner, Mull's management.

new fans who don't think of her as a country artist wouldn't think to look in the country section."

Parton has even shown that it is possible for artists to change their sound so much that their new material cannot be lumped in with their catalog product. For example, Parton's recently-released disco single should not be racked country where most of her catalog is found, says Lou Fogelman, president of the 17-store Music Plus chain.

"It would be ridiculous to put Dolly's pink vinyl disco single in the country section," Fogelman says, "so we stock it in our disco section."

# Temporary Stocking

Sometimes records are merchandised in more than one location on a temporary basis. Fogelman said. Usually, only those records which are current crossover hits are stocked in more than one section. When the popularity of the record wanes, Fogelman said, it reverts to the artist's original bin.

Other evidence of the increasing attention retailers are focusing on artists who are breaking into the pop field is found in their

tions director Glenn Morgan says, because "Whatever is selling, whatever ranks high on our local store survey or whatever ranks high on the national sales charts we will play regardless of sound."

Morgan, who admits his station has a very tight format, says, "Everything we add is on the verge of becoming an established hit. We don't try to second guess what the public will enjoy hearing on our station. We let the public tell us what they want to hear."

Top 25 Action

He said WABC added Crystal Gayle's "Don't It Make My Brown Eyes Blue" when it made the Top 25 in national sales charts and adds, "We don't go on anything out of the box. We won't go on Elton John until we see some action on it."

On the other hand, Dave Sholin, national music coordinator for RKO Radio and music director at KFRC in San Franciso, says he depends more on his ears than anything else, even though KFRC is somewhat rigidly-formatted too.

"It's never made any difference to me who the artist is," Sholin says. "If the song is right, it doesn't make any difference. If Peggy Lee comes out with a hit record, we'll

"Whatever is selling, whatever ranks high on our local store survey or . . . on the national sales charts, we will play regardless of sound."

— Glen Morgan, WABC operations director



**POSING WITH HALL AND OATES** — Following their performance at New York's Palladium, RCA recording artists Daryl Hall and John Oates were honored with a party at the Indian restaurant Raga. Pictured are (I-r): Joshua Blardo, national promotion director of albums for RCA Records; Robert Summer, president of RCA Records; Tommy Mottola, president of Champion Entertainment; Oates and Hall.

play it. If it fits the radio station and we feel it's a piece of music the audience is going to be into and enjoy, that's the only determining factor."

If a record is receiving strong sales and radio play throughout the country and KFRC isn't playing it, Sholin said, he will consider those factors. But for the most part, he says, "I don't want to go through 10 minutes of hearing about the record and what's happening where. I'd rather they just give me the record and let me listen to it."

Sholin also says he thinks a majority of radio programmers are more interested in

Sholin says the only time an artist's background can be a factor in whether a record is added is when he is auditioning a new product. "If an album comes in by a real strict heavy jazz artist, like Miles Davis for example, it's doubtful I would pull it out and give it a listen, unless I'd heard something about it on the street."

A record's sound is also important to country and R&B stations, but unlike pop programmers, R&B and country PDs say an artist's background must also be taken into consideration when deciding whether to play a record.

"If you have the room, by all means you should put (records) wherever it will do you the most good. After all, the name of the game is to sell records."

Ben Karol, president of King Karol

the sound of a particular record than the past musical style of the artist and he cited the Kiss single "Beth" as an example.

"You wouldn't imagine most adult stations playing Kiss. But when they released 'Beth' a lot of the A/C stations played it," Sholin says. "It was a great song and the audience loved it. The fact that it was done by Kiss was really secondary."

By way of comparison, then, while WABC waited for Crystal Gayle's record to go Top 25 before adding it, Sholin says, "We went on that very early. I thought it was a hit record when I first heard it. Most people in the chain disagreed with me, but it sounded more like a pop record than a country record, so we added it."

The concern with both sound and an artist's past can create a conflict when an artist who has been a regular on a station's playlist for years makes a record with a sound that does not fit the station's format.

Should the record be played anyway because the artist has a strong following among the station's regular listeners? Or should it be rejected because its sound is not compatible with other records that are being played?

"I'm very cautious when somebody like Bill Anderson comes out with a disco song," says Dale Turner, program director for WKDA in Nashville. "But we put it out there and so far we haven't had too much negative reaction from our audience."

(continued on page C-43)



KINGFISH SWOOPS WHISKEY — Jet/CBS recording group Kingfish recently played in L.A. at the Whiskey. Pictured (I-r) backstage in the back row are: John Hug, Kingfish; Sharon Arden, vice president of Jet; Jerry Bix, national sales director, Jet; Dave Torbert, Kingfish; Susan Harrington, national secondary promotions manager, Epic & Assoc. labels; Michael O'Neill, Kingfish; Gary Diamond, national promotion director, Jet; Lori Holder. local promo manager, Epic & Assoc. labels; Bryan Blatt, national marketing director, Jet; Steve Einczig, product manager, Epic & Assoc. labels; and Del Costello, CBS regional vice president west coast sales. Seated (I-r) are: Amy Lebovitz, marketing and promotion co-ordinator for Jet; Sam Harrell, west coast regional promo manager, Epic; and Hugh Surratt, western regional promo manager for Jet.

# LATIN

# LATIN BEAT

Puerto Rican-born percussionist Clancy Morales recently finished mixing his debut LP, "Enter Paradise," with co-producer/engineer Billy Jones and a cast of some 20 musicians.

This album, which Morales has been working on for the past three years, promises to deliver "a new musical revelation just before the turn of the decade," according to its producers. "Just like Santana in 1969 on the west coast was a musical revelation then," stated Morales, "my music and group will be a musical revelation now, before the turn of the decade here on the east coast '

Morales states, "My music is greatly influenced by Carlos Santana and others such as Tito Puente, George Benson, Roy Ayers and Gamble & Huff. I define this as my own sound, something like looking into the future of Latin music in the '70s and '80s

As a young man in Puerto Rico, Clancy was influenced by rock, jazz & R&B as well as native Latin musical forms which all helped him define his own musical identity. "My musicians help me visualize my musical ideas based on these influences.

The musicians on "Enter Paradise" come from diverse backgrounds, some established, but most are "voung turks." the up and coming new breed. Ronnie Cuber, Arther Miller and Larry Spencer have worked with such notable Latin artists as Tito Puente, Eddie Palmieri and the Fania All Stars. Percussionist Angel "Cachete" Maldonado and Pablo Rosario have worked with Gato Barbieri and David Bowie. The new players, such as bassists Leslie Booker and Frank Irvin, guitarists Randy Hansa, Alex De Carvalho, and Woody Sparrow are promising talents inspired by the likes of George Benson. Other notables such as Greg Woods, Mark Sarubbi, Howie Loftus, Eddie "Guagua" Rivera, Leslie Cunningham Jr., Alan Perry, and Donna Vencia are talents that Morales feels will be heard from in the future in the jazz and rock fields. Keyboardist Jack McDuff also makes a cameo appearance on the LP.

Morales also noted that "musicians such as Eddie Palmieri and Ray Barretto are opening far more doors into the American musical mainstream than some of the renowned straight salsa bands in New York. Many people are opposed to fusing different types of music, but fusion is the future and it's here today. If Latin music is to

grow and develop then the development of the fusion style will add strength to it and make it more appealing to other people. Latin music is a free mode of expression and fusion comes naturally to the second generation of Latin musicians such as me who have been influenced by rock, R&B and jazz. My LP represents this, the new breed and the new direction of Latin music

According to Ralph Mercado, Celia Cruz and Pete, "El Conde" left the "Salsa" fans in Holland yelling for more. In fact, there is the possibility that Mojo Productions and Freddy Martina will be presenting more "Salsa" in March or April. The biggest crowds were in Amsterdam. Servicemen travelled all the way from Germany to see Celia and Pete perform in Amsterdam.

Official Salsa Day was celebrated in Puerto Rico Nov. 24. Celia Cruz and Hector LaVoe appeared at Roberto Clemente Coliseum. Cheo Feliciano performed with Joe Cuba and Roberto Roena Y Su Apollo Sound. Hector remained in Puerto Rico following the appearance for a two week tour of the island.

Willie Colon and Ruben Blades will be flying west for Christmas. They will be appearing at the Hollywood Palladium on Christmas Eve.

Phil Peters Annual Christmas Salsa Dance and Show takes place at Roseland Dec. 25. It stars Hector LaVoe and his orchestra and special guest star, Yomo Toro. Also appearing is one of New York's favorite Charanga orchestras, Charanga 76, Casanova Y Montuno, Millie Y Sus Vecinos and extra added attraction, Tipica '73. Topping off the evening will be Ralph

Lew and his Salsa-Disco Revue.

Ray Rivera, a New York born Puerto Rican, hung out and learned the blues. He played jazz bass and started getting work with small jazz combos because he could play with a distinctive jazz feel, and his funky but sophisticated blues-slanted vocals added dimension to any jazz group. Ray had to create more, using his street memories and Latin heritage. As he gravitated toward another stringed instrument, the guitar, he began to use it to compose. Much of Ray's tunes are heavily blues-oriented but make use of a Latin rhythmic feel and a jazzy approach to harmony and melody. The jazz musicians Ray has worked with respected his talent and were eager to listen to his tunes, and include many of the top in the world.

ray terrace

# SINGLES TO WATO

LORETTA (Peerless) Que Terrible (Martinez-Santini) ALICIA JUAREZ (Musart) La Puerta Esta Abierta (Marcelo Salazar)

GERARDO REYES (CBS-Mexico) Luces De Nueva York (Tito Mendoza)

GRUPO SENTIMIENTOS (CBS-Mexico) Ya Me Perdiste (Adolfo Salas)
LA PEQUENA GENERACION (CBS-Mexico) Arrepentida (D.R.En D.G.D.A.)

SALVADOR HUERTA (Peerless) Ya Volvera (Roberto Monna)

VICENTE FERNANDEZ (CBS-Mexico) Los Mandados (Jorge Lerma)

LOS AL CANTARA (CBS-Mexico) Pachuca (Homero Aguilar)

IMPACTO CREA (Vaya) Te Cantare (Jose A. Cruz)

ISMAEL MIRANDA (Fania) Naci Para Cantar (Concha Valdes) ORQUESTA ARAGON (Barbaro) Para Bailar A Mi Lo Mismo Meda (D. Gonzalez Piedra)

JUSTO BETANCOURT (Fania) Presencia (Curet Alonso)

PROYECCION 2000 (CBS-Mexico) Noche De Ronda (A. Lara)

RAFAEL BUENDIA (Musart) Corre (Rafael Aparizro)
TROPICAL AMERICAN (CBS-Mexico) Ya Veras (Homero Aguilar)

JOHNNY EL BRAVO (International) Recuerdos De Ayer (Don Chu)

FUEGO 77 (Alegre) Diferente (Marcos Hernandez)
JOHNNY TORRES (Discos I "Cui're My Reason To Try (D.R.)

LOS GATOS (CBS-Costa Rica) Nana Pancha (D.R.A.)

LA BANDA (CBS-Costa Rica) Avispa (J. Joseph)
CORO INFAUTIL DE TELEVISION (CBS-Costa Rica) El Ratoncito Miguel (D.R.A.)

SABU (International) Cuentame (Castellano)

TONY LAURE (Epic-Mexico) Flor De Amapolita (F. Villarreal)

GAVIOTA (CBS-Costa Rica) Quisiera (D.R.A.)

SANTAMARIA (CBS-Costa Rica) Nadie Como Tu (D. Ramos-O. Sanchez) DUETO AGUA PRIETA (Epic-Mexico) Boquita Color De Fresa (Chucho Nila)

LOS TRES AMIGOS (CBS-Mexico) Vuelves (Jorje Villamil)

# TOP 20

MIAMI SALSA

MIAMI POP

1 CHARANGA 76 EN EL 78 CHARANGA 76 (TR-139)

2 HOMENAJE A BENNY TITO PUENTE (Tico 1425)

**3 ONLY THEY COULD HAVE** 

MADE THIS ALBUM

CRUZ/COLON (Vaya 66)

**4 TREMENDA DIMENSION** 

5 OSCAR DE LEON

(TH-2036)

**6 CONJUNTO BORINCUBA** 

ibra 2005)

7 EN LAS VEGAS EL GRAN COMBO (GC 015)

**8 CONJUNTO UNIVERSAL** 

9 LA COMEDIA

HECTOR LAVOE (Fania 522)

10 SALSA MAYOR

(Velvet 8011)

11 EDDIE PALMIERI

(Epic JE 35523)

12 SPANISH FEVER
FANIA ALL STARS (Columbia 35336)

13 SALUD DINERO Y AMOR

VEL (Fania 520)

14 DOS

CACHO (Salsoul 4115)

15 NEW YORK CITY SALSA ORQUESTA BROADWAY (

16 INCONQUISTABLE
DIMENSION LATINA (TH 2040)

17 FRIENDS LOUIE RAMIREZ (Cotique 1096)

**18 JOHNNY VENTURA** 

19 SALSA ENCENDIDA
TIPICA 73 (Inca 62)

20 TRIBUTE TO CHANO POZO

1 JOSE LUIS

(Top Hits 2021)

2 AMIGO
ROBERTO CARLOS (Caytronics 1505)

3 SOLA

LISSETTE (Coco 148)

4 LOLITA DE LA COLINA (Arcano 3416)

5 VUELVE LUISA MARIA GUELL (Alhambra 43)

6 MI CARTE

LOLITA (Caytronics 1506)

7 ENTRE AMIGOS

CAMILO SESTO (Pronto 1034)

8 MIAMI SOUND MACHINE

9 TE JURO QUE NUNCA

VOLVERA

LUPITA D'ALESSIO (Orfeon 021)

10 VOZ Y CORAZON (West Side Latino 4117)

11 DEMASIADO AMOR
BASILIO (Zafiro 513)

12 AMIS 33 ANOS
JULIO IGLESIAS (Alhambra 38)

13 GARA DE GITANA
DANIEL MAGEL (Caytronics 1516)

14 NUNCA SUPE LA VERDAD

15 SE TE VAS TE VAS HUGO BLANCO (West Side Latino)

16 UNLIMITED

Al MA (Alhambra 152)

17 VOLCAN 18 VOL #7

JOSE JOSE (Pronto 1035)

ALVAREZ GUEDES (Gema 5058) 19 NYDIA CARO

(Alhambra 151)

20 PERLA

(Audio Latino 5040)

# ATIN PICKS



MIS PROPIOS SENTIMIENTOS — Alejandro Jaen-Zafiro — ZIp 518 — Producer: Alejandro Jaen

Multi-talented vocalist and composer Alejandro Jaen excels in this album of love songs, handled in his own distinctive style. The songs are beautifully arranged to fit his unique talent. Great backing provided by string section and background vocals. The best selections are "Que Has Hecho De Mi," "Por Que Me Llamas," "Paseando," "Ella Es Toda Mi Vida," "Hoy Aqui Y Manana Alli," "Siempre Solo" and "Hoy Me Siento Triste.



CARA DE GITANA — Enrique Lynch Orchestra — Al Records-3011 - No Producer

Again the orchestra of Enrique Lynch stands out on this album. Veteran bandleader Lynch has numerous albums to his credit, but here he outdoes himself with this magnificent orchestra in mambos, sambas, soul, cha, cha, and Latin disco. The music in this album has commercial appeal and very tasty arrangements for a big band. The vocals are excellent. The best cuts are "Cara De Gitana," "Kukucha-Ku-Cha," "Flip," "Estas Luquidado" and "San Juan."



BORINCUBA AQUI — Borincuba — Libra 2005 — Producer: Miquel Estivill

This is Borincuba's second round with the Alhambra Family. In this album Borincuba really cooks on material that leans mostly toward moving salsa numbers, except for two beautiful boleros. The arrangements are clean throughout the album, and the orchestra swings hard at all times. Vocals are good. Special credit goes to the timbale player on his solo. All eight sides are excellent.

# MERCHANDISING

# SINGLES BREAKOUTS

Bee Gee — Albany ACE FREHLEY HALL & OATES JEFFERSON STARSHIP COLETTE LARSON BOB SEGER

Sound Warehouse — Dallas CAPTAIN SKY KEITH RICHARDS

Sounds Unlimited — Chicago Sounds Unlimited — Chic BLUES BROTHERS DISCO FAIRYLAND YVONNE ELLIMAN FOREIGNER OLIVIA NEWTON-JOHN BARRY MANILOW

Licorice Pizza — Los Angeles STEPHEN BISHOP ERIC CLAPTON PARLIAMENT

Richman Bros. — CHUCK BROWN PEABO BRYSON FUTURES QUEEN Philadelphia SYLVESTER TAVARES

Handleman — Atlanta OLIVIA NEWTON-JOHN

Radio Drs. — Milwaukee EARTH, WIND & FIRE ACE FREHLEY GLORIA GAYNOR NICK GILDER ROLLING STONES

Record World, T.S.S. — New York STEPHEN BISHOP ROD STEWART ROLLING STONES

United — Miami CHANSON EAGLES EARTH, WIND & FIRE CHERYL LYNN

Father's & Sun's — Indianapolis ASHFORD & SIMPSON STEPHEN BISHOP MELISSA MANCHESTER BARRY MANILOW PARLIAMENT
POINTER SISTERS
GERRY RAFFERTY
CAT STEVENS
ROD STEWART
ROLLING STONES
NEIL YOUNG

D.J.'s Sound City — Seattle FOREIGNER SAD CAFE ROD STEWART ROLLING STONES TALKING HEADS

Record Dept. Merch — Memphis CHERYL LYNN TOTO

VILLAGE PEOPLE

Sound Warehous - San Antonio HOT CHOCOLATE CISSY HOUSTON OLIVIA NEWTON-JOHN

Record Theater — Cleveland BLUES BROTHERS ERIC CLAPTON
HEAVEN & EARTH
NICOLETTE LARSON
MOTHER'S FINEST

Wherehouse — Los Angeles STEPHEN BISHOP STEPHEN BISHOF JIMMY BUFFETT GLORIA GAYNOR PARLIAMENT GENE SIMMONS GLENN SUTTON

KENNY LOGGINS

Discount — Şt. Louis BONEY M GLENN SUTTON



WIZ OF A DISPLAY Peaches readies "Wiz" motorized 3-D display which will be shown in over 30 stores throughout the month of January. All four main characters and "Toto" will be featured on a moving carousel. The display is part of the third phase of MCA's marketing campaign as the movie opens across the U.S.

# **Cotillion Gives Turkeys To Poor Across Nation**

NEW YORK - Cotillion Records has launched its annual nationwide Christmas turkey giveaway program.

Some of the turkeys are distributed to local relief offices for the poor while others are given away through selected radio stations. Those participating this year include KSOL and KDIA in San Francisco; WNJR in Newark; WGIV in Charlotte; WBLS in New York; WDAO in Dayton; WAWA in Milwaukee; and KKTT, KACE, KDAY, and KJLH in Los Angeles. Cotillion also donated \$3,000 for clothes and toys to Philadelphia's Guardian Civic League under the supervision of WDAS air personality George Woods.

# **CBS Album Covers Chosen For Exhibit**

NEW YORK - Fifteen CBS album covers have been chosen by the New York Society of Illustrators for inclusion in their 1978-79 annual exhibit.

The covers selected are: "Uptown Dance" by Stephane Grappelli, "Nice To Have Met You" by Thys Van Leer, "Natural Elements" by Chanti, "Magic" by Billy Cobham, "Tightrope" by Steve Khan. Beethoven's "Brodca" (Symphony, Snell/Cleveland Orchestra), and Mozart's "Sinfonia Concertante" (Stern/Zuckerman/Barrenboim), all designed by Paula Scher; Liszt Piano Concerto #2, Rossini Orvertures, and "Pudcinella Suite," all LPs by Henrietta Condak; "Lester Young — A Musical Romance, Vol. II" and "Summit Meeting In Birdland — Charlie Parker." designed by John Berg, "Gabriel" and "Philadelphia Classics," designed by Pat Lee; and "Portrait Of The Artist As A Young Man" by Ken James, designed by Elena Paulay.

# **Palladium Promotion** Offers Macho Cologne

LOS ANGELES — Palladium Records has begun a promotional campaign in support of M.A.N.'s "Mucho Macho" record which offers a bottle of Macho cologne to every purchaser of the disc. Macho cologne is a product of Faberge

# Aerosmith, Nelson LPs **Get Platinum Awards**

NEW YORK — Columbia recording artists Aerosmith and Willie Nelson received platinum records for their albums "Live Bootleg" and "Stardust" respectively.

# sea level on the edan

INVITATION TO PROFITS — Pictured above is a partial view of the many merchandising aids being offered by Capricorn Records as part of its holiday sales campaign, "Invita-tion To Profits." The program, which includes mobiles, posters, and album cover blowups, is the largest sales campaign in the company's history.

# -ALBUM BREAKOUTS

Pickwick — National BLUES BROTHERS CHIC
ALICE COOPER
EMERSON, LAKE & PALMER
PARLIAMENT
ELVIS PRESLEY
KENNY ROGERS
ROD STEWART
TOTO

Gary's — Virginia BLUES BROTHERS NEIL DIAMOND BARRY MANILOW CAT STEVENS ROD STEWART

Streetside — St. Louis
DOOBIE BROTHERS
JIM MORRISON
POINTER SISTERS
SOUTHSIDE JOHNNY

Everybody's — Portland BLUES BROTHERS CHIC DIRE STRAITS DOOBIE BROTHERS JEAN MICHEL JARRE NICOLETTE LARSON ROD STEWART

Record & Tape Collector - Baltimore RECORD & LADE COMMENT.
AC/DC
BLUES BROTHERS
JEAN MICHEL JARRE
OLIVIA NEWTON-JOHN
KENNY ROGERS
ROD STEWART

Sound Warehouse - San Antonio BLUES BROTHERS DOOBIE BROTHERS

DOOBIE BROTHERS
GONG
HOT CHOCOLATE
ROBERT JOHNSON
BOB MARLEY
ROD STEWART
MEL STREET
T-CONNECTION
THIRD WORLD
VOYAGE 1812 Overture — Milwaukee

1812 Overture — Milwa ELVIN BISHOP BLISS BAND BLUES BROTHERS CHEECH & CHONG NICOLETTE LARSON JEAN MICHEL JARRE POCO SEA LEVEL SOUTHSIDE JOHNNY TANTRUM

TANTRUM
TOWER RECORDS — Los Angeles
CERRONE
GENE CHANDLER
MARVIN GAYE
GLORIA GAYNOR
GREASE
MELISSA MANCHESTER
PEACHES & HERB
POINTER SISTERS
THE WIZ

Korvettes — New York BLUES BROTHERS EARTH, WIND & FIRE EMERSON, LAKE & PALMER MARVIN GAYE

GRATEFUL DEAD JACKSONS
PARLIAMENT
CAT STEVENS
ROD STEWART
JOHN TRAVOLTA

Disco Mat — New York
MARVIN GAYE
KEVIN GODLEY & LOL CREME

Tape City — New Orleans BAR-KAYS BAR-KAYS BLUES BROTHERS PEABO BRYSON NEIL DIAMOND JACKSONS PARLIAMENT KENNY ROGERS ROD STEWART WINGS

WINGS
Naitonal Record Mart — Pittsburgh
BLUES BROTHERS
ERIC CLAPTON
DOOBLE BROTHERS
EMERSON, LAKE & PALMER
CAT STEVENS
WINGS

Alta — Phoenix BLUES BROTHERS ALICIA BRIDGES GEORGE CARLIN DOOBIE BROTHERS LEIF GARRETT LEIF GARRETT
"LORD OF THE RINGS"
JIM MORRISON
RICHARD PRYOR RUSH ROD STEWART GEORGE THOROGOOD

Richman Bros. — Philadelphia BLUES BROTHERS PEABO BRYSON

Oz — Atlanta F.M. (Visa) HOT CHOCOLATE POCO Father's & Sun's - Indianapolis

Father's & Sun's — Indianapolis BANDIT GENE CHANDLER DIRE STRAITS MILESTONE JAZZ ALL-STARS GIL SCOTT-HERON MOLLY HATCHET POINTER SISTERS SAD CAFE TANTRUM GEORGE THOROGOOD

All Record Service — Oakland HOT CHOCOLATE STEVE MILLER NATIONAL LAMPOON

Cutler's — New Haven BAR-KAYS (Merc.) BLUES BROTHERS WILTON FELDER "SATURDAY NIGHT FEVER"

Cactus — Houston
ROY AYERS/WAYNE HENDERSON
DOOBIE BROTHERS
JEAN MICHEL JARRE
RICHARD PRYOR
NICOLETTE LARSON

Radio Doctors – ADC BAND DIRE STRAITS ACE FREHLEY ACE FREHLEY
NATIONAL LAMPOON
MONTAGE
MELBA MOORE
GEORGIO MORODER
BONNIE POINTER
TANTRUM VOYAGE

DJ's Sound City — Seattle GEORGE CARLIN DONNY & MARIE LEIF GARRETT CRYSTAL GAYLE NICK GILDER RICK JAMES SYLVESTER TOTO ROGER WHITTAKER "THE WIZ"

LUES BROTHERS CHIC
NEIL DIAMOND
"LORD OF THE RINGS"
BARRY MANILOW
STEVE MILLER
QUEEN
STEELY DAN
ROD STEWART
WINGS

CAT STEVENS ROD STEWART

Spec's — Miami BLUES BROTHERS ROD STEWART

Discount — St. Louis BLUES BROTHERS DOOBIE BROTHERS SAD CAFE ROD STEWART

Tower — Sacrament

Harvard Coop — Boston DOOBIE BROTHERS

Disc — Texas AC/DC BLUES BROTHERS DOOBIE BROTHERS J. GEILS GRATEFUL DEAD POINTER SISTERS

Music Stop — Detroit BLUES BROTHERS NEIL DIAMOND J. GEILS BAND BARRY MANILOW STEVE MILLER OLIVIA NEWTON-JOHN QUEEN

# TOP SINGLE BREAKOUT OF THE WEEK

DO YA THINK I'M SEXY — ROD STEWART — WARNER BROS.

TOPALBUM BREAKOUT OF THE WEEK

BRIEFCASE FULL OF BLUES — BLUES BROTHERS — ATLANTIC

# **Homogenized Music Helps** Sales, Complicates Airplay (continued from page C-5) in-store displaye

as King Karol, multi-category placement is also practiced in the racked record departments of stores by some of the nation's rackjobbers.

John Kaplan, executive vice president of the Handelman Co., which racks K mart stores says, "We prefer to go across-theboard where we can. With Earth, Wind and Fire, we put them in the pop section because they appeal to pop audiences, but we also give them space in the soul section, because you can't eliminate them from their original category.

"It's good for us, so we are willing to cooperate with the suppliers," Kaplan says. "But only the item that has crossed over is exposed in more than one area," he added. The rest of the artist's more traditional catalog material, he said, remains in its original category.

**Exposing Catalog** 

Karol, however, moves even the catalog material to other sections in some instances. "When Dolly Parton suddenly appeals to people who listen to female vocalists but aren't particularly interested in country music, they will come back and ask what else we have by her. So we also move her catalog to both places. A lot of

in-store displays.

At Peaches Records' Hollywood store, for instance, a window display during the peak of the holiday sales season featured merchandising materials supporting the latest albums by crossover artists Tanya Tucker, Kenny Rogers, Ashford & Simpson and Bobby Caldwell in addition to pop stalwart Kenny Loggins. In fact, Loggins was the only artist in the display whose success had not begun in either the R&B, country or disco fields.

## Overall Sales Increase

Most retailers said they think the increased sales artists have achieved by broadening their appeal has contributed to an overall increase in retail business, although individual dealers differ in their opinions as to just how big the crossover sales increase has been.

Not only can retailers boost sales and consumer awareness through creative displays and merchandising, their sales reports can also provide label promotion reps with the leverage they need to persuade a pop radio programmer to consider adding their record.

At WABC in New York, an artist from a strict R&B, jazz or country background will not be hindered by his past image, opera-



POSING WITH HALL AND OATES - Following their performance at New York's Palladium, RCA recording artists Daryl Hall and John Oates were honored with a party at the Indian restaurant Raga. Pictured are (I-r): Joshua Blardo, national promotion director of albums for RCA Records; Robert Summer, president of RCA Records; Tommy Mottola, president of Champion Entertainment: Oates and Hall.

play it. If it fits the radio station and we feel it's a piece of music the audience is going to be into and enjoy, that's the only determining factor.

If a record is receiving strong sales and radio play throughout the country and KFRC isn't playing it, Sholin said, he will consider those factors. But for the most part, he says, "I don't want to go through 10 minutes of hearing about the record and what's happening where, I'd rather they just give me the record and let me listen to it."

Sholin also says he thinks a majority of radio programmers are more interested in

Sholin says the only time an artist's background can be a factor in whether a record is added is when he is auditioning a new product. "If an album comes in by a real strict heavy jazz artist, like Miles Davis for example, it's doubtful I would pull it out and give it a listen, unless I'd heard something about it on the street.

A record's sound is also important to country and R&B stations, but unlike pop programmers, R&B and country PDs say an artist's background must also be taken into consideration when deciding whether to play a record.

"If you have the room, by all means you should put (records) wherever it will do you the most good. After all, the name of the game is to sell records." Ben Karol, president of King Karol

the sound of a particular record than the past musical style of the artist and he cited the Kiss single "Beth" as an example

'You wouldn't imagine most adult stations playing Kiss. But when they released 'Beth' a lot of the A/C stations played it," Sholin says. "It was a great song and the audience loved it. The fact that it was done by Kiss was really secondary.

By way of comparison, then, while WABC waited for Crystal Gayle's record to go Top 25 before adding it, Sholin says, "We went on that very early. I thought it was a hit record when I first heard it. Most people in the chain disagreed with me, but it sounded more like a pop record than a country record, so we added it."

The concern with both sound and an artist's past can create a conflict when an artist who has been a regular on a station's playlist for years makes a record with a sound that does not fit the station's format.

Should the record be played anyway because the artist has a strong following among the station's regular listeners? Or should it be rejected because its sound is not compatible with other records that are being played?

'I'm very cautious when somebody like Bill Anderson comes out with a disco song," says Dale Turner, program director for WKDA in Nashville. "But we put it out there and so far we haven't had too much negative reaction from our audience."



E/A SIGNS MARTIN MULL — Martin Mull recently signed with Elektra/Asylum Records and will release his debut LP for the label next spring. Pictured (I-r) are: Steve Wax, E/A president; Mull; Joe Smith, chairman and Larry Brezner, Mull's management.

new fans who don't think of her as a country artist wouldn't think to look in the country section.

Parton has even shown that it is possible for artists to change their sound so much that their new material cannot be lumped in with their catalog product. For example, Parton's recently-released disco single should not be racked country where most of her catalog is found, says Lou Fogelman, president of the 17-store Music Plus chain.

"It would be ridiculous to put Dolly's pink vinyl disco single in the country section," Fogelman says, "so we stock it in our disco section.

# **Temporary Stocking**

Sometimes records are merchandised in more than one location on a temporary basis, Fogelman said. Usually, only those records which are current crossover hits are stocked in more than one section. When the popularity of the record wanes, Fogelman said, it reverts to the artist's

Other evidence of the increasing attention retailers are focusing on artists who are breaking into the pop field is found in their tions director Glenn Morgan says, because "Whatever is selling, whatever ranks high on our local store survey or whatever ranks high on the national sales charts we will play regardless of sound.

Morgan, who admits his station has a very tight format, says, "Everything we add is on the verge of becoming an established hit. We don't try to second guess what the public will enjoy hearing on our station. We let the public tell us what they want to hear."

**Top 25 Action** 

He said WABC added Crystal Gayle's "Don't It Make My Brown Eyes Blue" when it made the Top 25 in national sales charts and adds, "We don't go on anything out of the box. We won't go on Elton John until we see some action on it.

On the other hand, Dave Sholin, national music coordinator for RKO Radio and music director at KFRC in San Franciso, says he depends more on his ears than anything else, even though KFRC is somewhat rigidly-formatted too.

"It's never made any difference to me who the artist is," Sholin says. "If the song is right, it doesn't make any difference. If Peggy Lee comes out with a hit record, we'll

"Whatever is selling, whatever ranks high on our local store survey or . . . on the national sales charts, we will play regardless of sound."

Glen Morgan, WABC operations director



KINGFISH SWOOPS WHISKEY — Jet/CBS recording group Kingfish recently played in L.A. at the Whiskey. Pictured (I-r) backstage in the back row are: John Hug, Kingfish; Sharon Arden, vice president of Jet; Jerry Bix, national sales director, Jet; Dave Torbert, Kingfish; Susan Harrington, national secondary promotions manager, Epic & Assoc. labels: Michael O'Neill, Kingfish; Gary Diamond, national promotion director, Jet; Lori Holder, local promo manager, Epic & Assoc. labels; Bryan Blatt, national marketing director, Jet; Steve Einczig, product manager, Epic & Assoc. labels; and Del Costello, CBS regional vice president west coast sales. Seated (I-r) are: Amy Lebovitz, marketing and promotion co-ordinator for Jet; Sam Harrell, west coast regional promo manager, Epic; and Hugh Surratt, western regional promo manager for Jet.

# LASSICA

_				
	1	DP FORTY CLASSICAL ALBU		S
	1	VERDI: Otello	-	Weeks On
		Domingo, Scotto, Milnes, National Philharmonic Orchestra (Levine) RCA CRL3-2951 (26.98/3 LPs)	12/16 3	Chart 12
	2	BOLLING: Suite For Violin And Jazz Piano Zukerman, Bolling, Hediguer, Sabiani		
	3	(Columbia 35128 (7.98/1 LP) BRAVO PAVAROTTI!	4	8
		Pavarotti London PAV 2001/2 (13.96/2 LPs) MARIA CALLAS: The Legend	1	18
	-	The Unreleased Recordings Angel S-37557 (7.98/1LP)	0	40
	5	HOROWITZ: Rachmaninoff Piano Concerto No. 3 Horowitz, New York Philharmonic (Ormandy)	8	12
	6	RCA CRL 1-2633 (8.98/1 LP) PUCCINI: Madame Butterfly	2	40
	0	Scotto, Domingo. Philharmonia Orchestra (Maazel) Columbia M3-35181 (24.98/3 LPs)	12	6
	7	SILLS & MILNES: Up In Central Park	12	
		New York City Opera Orchestra (Rudel) Angel S-37323 (7.98/1 LP)	15	4
	8	VERDI: Otello Cossutta, Price, Baquier, Vienna Philharmonic (Solti)		- 4-
	9	London OSA 13130 (23.94/3LPs) HITS FROM LINCOLN CENTER	7	12
	10	Pavarotti London OS 26577 (7.98/1 LP) RAMPAL: JAPANESE MELODIES FOR FLUTE AND HARP	5	18
	11	Rampal, Laskine Columbia M 34568 (7.98/1 LP)  VERDI: Nabucco	6	40
		Philharmonia Orchestra (Multi) Angel SCLX 3850 (24.98/3 LPs)	13	12
	12	BOLLING: Suite For Flute & Jazz Piano Rampal, Bolling Columbia M33233 (7.98/1 LP)	10	112
	13	VIVALDI: Four Seasons Jerusalem Music Center Chamber Orchestra (Stern)		
	14	Columbia XM 35122 (7.98/1LP)  MAHLER: Symphony No. 6	16	8
	1-4	Berlin Philharmonic (Von Karajan) DG 2707 106 (17.06/2 LPs)	9	14
	15			14
		Angel SBLX-3848 (16.98/2 LPs)	11	16
	16	PUCCINI: La Fanciulla Del West Neblett, Domingo, Milnes, Chorus & Orch. of Royal Opera House (Mehta)		
	17	DG 2709 078 (26.98/3 LPs) <b>HANDEL:</b> The Water Music	14	20
		Concertus Musicus of Vienna (Harnencourt) Telefunken 6.42497 (6.98/1 LP)	25	4
	18	THOMAS: Mignon Horne, Welting, Vanzo, Philharmonia Orchestra (de Almeida)		
	19	Columbia M4 34590 (24.98/3 LPs)	17	10
		FASCH: Two Sinfonias and Concerto In D For Trumpet Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard)		
	20	RCA FRL 1-5468 (7.98/1 LP) TCHAIKOVSKY: The Nutcracker	18	112
	20	National Philharmonic Orchestra (Schermerhorn) Columbia M2-35189 (15.98/2 LPs)	28	4
	21	MAHLER: Symphony No. 1 Boston Symphony Orchestra (Ozawa)	20	
		DG 2530 993 (7.98/1 LP)	19	30
	22	BACH: Mass in B Minor Academy Of St. Martin-In-The-Fields (Marriner)		
	23	Phillips 6769.002 (26.94/3 LPs)  GREATEST HITS OF 1720	20	16
		Philharmonia Virtuosi Of NY (Richard Kapp) Columbia MX 4544 (5.98/1 LP)	23	60
	24	MAHLER: Symphony No. 5 Philadelphia Orchestra (Levine)		
	25	RCA ARL2-2905 (15.98/2 LPs) NYIREGYHAZI PLAYS LISZT	21	10
	26	Columbia M2 34598 (15.98/2 LPs) BEETHOVEN: Fidelio	22	20
		Janowitz, Popp, Kollo, Vienna State Opera Chorus, Vienna Philharmonic (Bernstein)		
	27	DG 2709 082 (23.94/3 LPs)  MAHLER: Symphony No. 4 in G	32	4
	_,	Von Stade, Vienna Philharmonic (Abbado) DG 2530 966 (7.98/1 LP)	24	20
	28	LEHAR: The Merry Widow Sills, New York City Opera Orchestra & Chorus (Rudel)		
	29	Angel S-37500 (7.98/1 LP)  JOHN WILLIAMS AND FRIENDS	26	32
	30	Columbia M 35108 (7.98/1 LP)  MAHLER: Symphony No. 9	27	22
	30	Chicago Symphony Orchestra (Giulini) DG 2707 097 (15.96/2 LPs)	29	96
	31	SUPPE: Overtures London Philharmonic Orchestra (Marriner)	29	30
	-0.0	Phillips 9500.399 (8.98/1 LP)	30	8
	32	HOLST: The Planets Amsterdam Concertgebouw Orchestra (Marriner) Philips 9500 495 (8 98/11 P)	0.4	0.4
	33	Philips 9500.425 (8.98/1 LP) <b>HOROWITZ:</b> Golden Jubilee Recital 1977/1978	31	24
	34	RCA ARL 1-2548 (7.98/1 LP) BEETHOVEN: Complete Symphonies	33	52
		Berlin Philharmonic (Von Karajan) DG 2740172 (63.84/8 LPs)	38	4
	35	BRAHMS: Symphony Orchestra (Levine)		
	36	RCA ARL 1-2864 (7.98/1 LP)  KOTO MOZART	34	14
		The New Koto Ensemble Of Tokyo (Fukumura) Angel S-37553 (7.98/1 LP)	35	16
	37	PUCCINI: Turandot Caballe, Carreras, Freni Chorous of the Opera du Rhin		
		Strasbourg Philharmonic (Lombard) Angel SCLX-3857 (24.98/3 LPs)	36	6
	38	BEETHOVEN: Missa Solemnis London Symphony Orchestra (Davis)		
	39	Phillips 6747.484 (17.98/2 LPs) VIVALDI: Orlando Furioso	37	10
		Horne, Victoria de los Angeles, I Solisti Veneti (Scimone) RCA ARL3-2869 (23.98/3 LPs)	39	10
	40	RAVEL: Bolero La Valse, Del Gracioso, Orchestre		
		National De France (Bernstein) Columbia XM 35103 (7.98/1 LP)	40	28

# 'Kanon' Retains Popularity In **Orchestral Recording Field**

# by Ken Terry

NEW YORK — Looking at this year's bestselling classical records, one is struck by the continuing appeal of Pachelbel's "Kanon." The RCA recording of this work by the Palliard Chamber Orchestra was in the Top 10 in both 1977 and 1978, while 'The Greatest Hits Of 1720," which features the "Kanon," captured the #1 spot this year in the orchestral/electronic category.

In the operatic/choral field, the Houston Grand Opera recording of Gershwin's "Porgy And Bess" maintained its steady sales pattern, although Gershwin recordings as a whole were less popular this year than last. The big favorite among opera composers in 1978 was clearly Verdi: new recordings of "La Traviata," "Il Trovatore," "I Due Foscari," and the "Requiem" were all among the year's bestsellers

Luciano Pavarotti was the favorite opera singer of 1978. In contrast to 1977, when the tenor had two of the five best-selling recital albums, he swept four out of five in that category this year, with Joan Sutherland sharing the honors on the top-selling selection. Additionally, Pavarotti's role in "La Favorita" helped boost that recording to the number two spot in the operatic/choral

Solo instrumental albums were less popular this year than last, so the category had to be expanded to include chamber music Here the Bolling/Rampal "Suite For Flute And Jazz Piano," last year's winner in the orchestral/chamber music category, scored an easy victory over the competition. Jean-Pierre Kampal also racked up huge sales with his "Japanese Melodies For Flute And Harp." The fact that neither of these albums is strictly classical would seem to indicate that the crossover market for classical-oriented music is healthier than ever

Another winner in the solo instrumental/chamber field deserves mention: Ervin Nyiregyhazi, the Hungarian pianist who recently made a comeback after some 40 years of obscurity. Nyiregyhazi, who aroused a great deal of interest with his Desmar recording last year, recorded a

double set of Liszt works for Columbia that almost immediately soared to the top of the Cash Box Classical chart. Hailed by critics as an original genius, Nyiregyhazi seems to be building a strong following and will certainly be heard from again.

Finally, this was also a great year for Vladimir Horowitz. He scored in the solo instrumental/chamber category with his "Golden Jubilee Recital" and also led the pack among concerto recordings with his traversal of "Rachmaninoff's Third Piano Concerto" on RCA, Interestingly, Columbia also had a winner with a "Rachmaninoff Third" featuring Lazar Berman as the

## Horowitz Push

Before RCA released the Horowitz recording of the concerto, his performance

# CL*A*SSIC*A*L CLIPS

NEW YORK - Soviet conductor Kirill Kondrashin, who recently defected, may conduct the opening concert at the Hollywood Bowl this summer, it was reported in Variety. Under a contract arranged with Soviet officials before Kondrashin sought political asylum in the Netherlands. he is to conduct four concerts at the Bowl The sixth edition of Baker's Biographical Dictionary of Musicians, edited by Nicolas Slonimsky, has been issued by Schirmer Books. List priced at \$75, this is the first complete revision of the reference work in two decades . . . cert celebrating the award of a \$375,000 grant to the 92nd St. Y by the National Endowment for the Arts took place on December 20. Among the players were Jaime Laredo, Felix Galimir, Michael Tree, Kim Kashkashian, Jules Eskin and Sharon Robinson. Public figures scheduled to attend the event included Senator Jacob Javits; Congressman S. William Green; Livingston Biddle, chairman of the National Endowment for the Arts; Henry Geldzahler, Commissioner of New York City's Dement of Cultural Affairs: and Kitty Carlisle Hart, chairman of the New York state Council on the Arts

THE CONCERT SCENE — Yehudi Menuhin and his sister, Hepzibah, will give

# CLASSICAL ALBUM REVIEWS



ANGEL ROMERO



RIMSKY-KORSAKOV: Scheherazade. The Cleveland Orchestra, Lorin Maazel, conductor. London CS 7098. List: 7.98

While there are several fine recordings of this work - notably Ernest Ansermet's with the Suisse Romande - Maazel's version is definitely among the top choices. The Clevelanders communicate the exoticism and romance of Rimsky's score with great verve and an opulence of tonal colors. Moreover, while addressing details with scrupulous care, Maazel never sacrifices the long line that determines the melodic shape of

ANGEL ROMERO PERFORMS VIRTUOSO WORKS FOR GUITAR. Angel S-37312. List: 7.98

The major works on this album, "Elogio de la Guitarra" by Joaquin Rodrigo and "Piezas Caracteristicas" by Moreno Torroba, are not especially well known to the record-buying public. Nevertheless, these are colorful, evocative pieces by two of the leading 20th Century composers for the guitar. Angel Romero provides sensitive interpretations of them, and also does a superb job with Albeniz's "Sevillanas" and "Leyenda.

A SLAVONIC FESTIVAL. Saint Louis Symphony Orchestra, Leonard Slatkin & Walter Susskind, conductors. Turnabout QTV 34718. List: 4.98

This is not an entirely new recording; the versions here of Smetana's "The Moldau" and "Dance Of The Comedians" from 'The Bartered Bride" were issued on a separate disc in 1975. However, they help round out the Slavonic theme of the album, which also includes works by Mussorgsky, Dorodin, Khachaturian and Dvorak. The St. Louis Symphony's playing is strong throughout; a highlight is the orchestra's pulse-stirring performance of Dvorak's Slavonic Dance, Op. 46, No. 1



CRUSADERS RE-SIGN WITH ABC - ABC recording artists the Crusaders have resigned with the label for a long term agreement that includes solo albums by all members of the group. Pictured are (I-r): Richard Green, vice president of business affairs at ABC Records; Wilton Felder of the Crusaders; Jay Morgenstern, president of ABC/Dunhill Music Inc./vice president general manager ABC Records International; Arnie Orleans, vice president sales and merchandising for ABC Records. Pictured front row are (I-r): Mark Meyerson, vice president A&R, ABC Records; Stix Hooper, the Crusaders; George Greif, Crusader's manager; Steve Diener, president, ABC Records, and Joe Sample of the

"Cumbia and Jazz Fusion," the recent Atlantic album by Charles Mingus, was voted the Jazz Disc Grand Prize by Japanese Swing Journal for the best album issued in Japan during 1978. Mingus' next Atlantic, "Me, Myself and Eye" will be a January release. Meantime, work continues on Joni Mitchell's album of Mingus'

The New York chapter of NARAS hosted a tribute to Llonel Hampton last week at Storytowne. A full house was on hand for the event, which featured the presentation of several awards to Hamp and messages of congratulation from Benny Goodman, New York Mayor Ed Koch and President Carter. Music was provided by Marty Napoleon's quartet, and, after the presentation, Hamp took the stand, accompanied by Billy Taylor, Bob Wilber, Lennie Hambro, Helen Humes and others. A joyous occasion.

Trumpet player **Don Eills** died of a heart attack last week at age 44. Ellis' last LPs were on Atlantic.

Noted jazz writer Burt Korall is presenting a class in jazz history at Mercy College in White Plains, New York, where he is an adjunct professor.

Pianist Billy Taylor is back at The Knickerbocker Saloon through the holi-

Woody Herman had a chance to chat briefly with Cash Box last week. The bandleader was in town for a one-nighter at The Maisonnette Room at the St. Regis Hotel. Herman was pleased with the room and the turnout and hopes to come back again this summer. He is also pleased with his latest Century LP which features the music of Chick Corea and Steely Dan. He credits veteran record man Dick LaPalm with lots of effort on behalf of the project.

The Paradise Theatre in Detroit, which kicked off its current concert series with Cab Calloway last month, recently hosted Jay McShann, Eddle Jefferson, Dave Wilborn, Marla Jackson along with the Paradise Theatre Orchestra. A third show in February will feature Illinois Jacquet, Arnett Cobb and Eddle Vinson.

The latest from Dreamstreet is "Aerial View" by Carmen Leggio and a small band featuring Harold Danko and Mel Lewis.

Upcoming on Famous Door is the second Butch Miles LP and a Dave McKenna Quintet with Scott Hamilton and Al Cohn. bob porter

# TOP 40 LBUMS

TOUCHDOWN BOB JAMES (Columbia JC 35594)  REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)  3 MR. GONE	Veeks On Chart 3
TOUCHDOWN BOB JAMES (Columbia JC 35594)  2 REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)  3 MR. GONE	12
2 REED SEED GROVER WASHINGTON JR. (Motown M7-910R1)  3 MR. GONE	12
	11
WEATHER REPORT (Columbia JC 35358) 3	
4 FLAME RONNIE LAWS (United Artists UA-LA881-H) 4	10
5 INTIMATE STRANGERS TOM SCOTT (Columbia JC 35557) 5	8
6 CHILDREN OF SANCHEZ CHUCK MANGIONE (A&M SP 6700) 6	14
7 ALL FLY HOME AL JARREAU (Warner Bros. BSK 3229) 7	10
8 THANK YOU FOR F.U.M.L. (FUNKING UP MY LIFE)	
QONALD BYRD (Elektra 6E-144) 8  9 SECRETS GIL SCOTT-HERON & BRIAN	8
JACKSON (Arista AB 4189) 9  10 COSMIC MESSENGER	17
JEAN-LUC PONTY (Atlantic SD 19189) 10	18
11 WE ALL HAVE A STAR WILTON FELDER (ABC AA-1109) 13	6
12 PAT METHENY GROUP (ECM 1-1114) 12	22
13 SOFT SPACE THE JEFF LORBER FUSION (Inner City 1056) 11	13
14 PATRICE PATRICE RUSHEN (Elektra 6E-160) 15	8
15 CRY JOHN KLEMMER (ABC AA-1106) 14	7
16 IMAGES CRUSADERS (ABC/Blue Thumb BA 6030) 16	25
SECRET AGENT CHICK COREA (Polydor PD-1-6176) 23	2
18 RETURN TO FOREVER LIVE (Columbia C4X 35350) 19	4
19 STEP IN TO OUR LIFE ROY AYERS/WAYNE HENDERSON (Polydor PD-1-6179) 27	2
20 LEGACY RAMSEY LEWIS (Columbia JC 35483) 18	12
21 FEELS SO GOOD CHUCK MANGIONE (A&M SP 4658) 21	61

			Weeks
	CARNIVAL	12/23	On
22	CARNIVAL MAYNARD FERGUSON (Columbia JC 35480)	20	13
23	STREAMLINE LENNY WHITE (Elektra 6E-164)	22	2 7
24	YOU SEND ME ROY AYERS (Polydor PD-1-6159)	17	7 21
25	THE BEST OF NORMAN CONNORS & FRIENDS (Buddah/Arista BDS 5716)	26	5 3
26	YOU AIN'T NO FRIEND OI	F	
	MINE IDRIS MUHAMMAD (Fantasy F-9566)	25	5 5
27	ANOTHER WORLD STAN GETZ (Columbia JG 35513)	28	3
28	MANHATTAN SYMPHONI DEXTER GORDON QUARTET (Columbia JC 35608)	E 24	8
29	JEAN MICHEL JARRE (Polydor PD-1-6175)	-	- 11
30	THE BRECKER BROTHERS (Arista AB 4185)	30	13
31	STEPPING STONES — LIV AT THE VILLAGE VANGUARD WOODY SHAW (Columbia JC 3556)		7
32	BEFORE THE RAIN LEE OSKAR (Elektra 6E-150)	29	
33	THE GREETING McCOY TYNER (Milestone M-9085)	32	11
34	WHAT ABOUT YOU STANLEY TURRENTINE (Fantasy F-9563)	33	15
35	SOUNDS AND STUFF LIKE THAT! QUINCY JONES (A&M SP 4685)	34	28
36	CHICK, DONALD, WALTE & WOODROW THE WOODY HERMAN BAND (Century CR-1110)	<b>R</b> 39	2
37	KOGUN AKIYOSHI/TABACKIN BIG BAND (RCA AFL1-3019)	37	4
38	ANGIE ANGELA BOFILL (Arlsta GRP 5000)	_	1
39	LARRY CARLTON (Warner Bros. BSK 3221)	36	21
40	WEEKEND IN L.A. GEORGE BENSON (Warner Bros. 2WB 3139)	38	48

# PHILLY MIGNON — Philly Joe Jones — Galaxy GXY-5112 — Producer: Ed Michel - List: 7.98

On his first American release in 15 years, Philly Joe Jones offers proof positive why he is considered one of the all-time great jazz drummers. Whether soloing or providing subtle accompaniment, Jones sets a standard that young drummers can strive toward. Including such artists as Dexter Gordon, Ron Carter, Ira Sullivan, Nat Adderley and George Cables, "Philly Mignon" is a collection of strictly choice cuts

# KEEP THE DREAM ALIVE — David Fathead Newman -Prestige P-10106 — Producers: Orrin Keepnews and William Fischer — List: 7.98

David Fathead Newman's new Prestige LP displays the artist's skills on the flute as well as soprano, alto and tenor sax, with the support of such players as Lee Ritenour and Idris Muhammad. The material ranges from a smooth, melodic treatment of Stevie Wonder's "I Am Singing" to the funky "Freaky Beat," co-written by Newman and arranger Bill Fischer. But the performances are crisp throughout and the LP deserves atten-

# SHADOW DANCING — Cornell Dupree — Versatile 6004 — Producer: Vic Chlrumbolo — List: 7.98

Guitarist Dupree is an inventive veteran of the Stuff Band, here stepping out for his second Versatile LP. Lots of strings and horns here (arranged by Mario Sprouse) but the solo work of Dupree and Hank Crawford is forceful and dynamic throughout "Two Doors Down" and "The Creeper" are topnotch fusion-jazz.

*A*LBUM P





ANGIE — Angela Bofill — Arista GRP 5000 — Producers: Dave Grusin and Larry Rosen — List: 7.98

Angela Bofill is the most interesting jazz-pop vocalist to emerge in quite some time. The former lead soloist with New York's Dance Theater of Harlem Chorus is accompanied by dozens of top musicians on her debut LP, but it's her rich, sensual voice that provides the focus. She wrote half of the eight songs, including the lovely "Under The Moon And Over The Sky." Ashford and Simpson's "Rough Times" is another highlight.

THE BLUES FROM LOUISIANA — Illinois Jacquet — JRC 11433 - List: 7.98

1973 concert performances by Jacquet with Milt Buckner, Panama Francis and special guest Arnett Cobb produce solid, swinging mainstream jazz. Jacquet and rhythm have side one to themselves, while Cobb heats things up on "Smooth Sailin," and the two tenors together jam on "Flyin' Home." Spirited playing all the way.

# BARRY HARRIS PLAYS BARRY HARRIS — Xanadu 154 — Producer: Don Schlitten - List: 7.98

Harris is a pianist of rare ability, known for his dedication to bebop and its musical literature. His seven compositions here are based on standard chord changes and he has bass and drums in support. This is stimulating yet thoughtful modern piano, and the music is superbly played. A pity that the recorded sound is less adequate.

# COUNTRY

# TOP 75 LBUMS

			e.	- 000			
			eeks			٧	Neeks
	12/3	23 0	On Chart			2/23	On Chart
U	I'VE ALWAYS BEEN CRAZY WAYLON JENNINGS			39	JOHNNY DUNCAN GREATEST HITS		
2	(RCA AFL 1-2979)	1	11	10	(Columbia KC 35828)	41	7
	DON WILLIAMS (ABC AY 1069)	2	14	40	OLD FASHIONED LOVE THE KENDALLS (Ovation OV 1733)	49	3.8
3	WILLIE AND FAMILY LIVE WILLIE NELSON			41	HEAVEN'S JUST A SIN		
А	(Columbia KC2-35642) LET'S KEEP IT THAT WAY	7	5	-	THE KENDALLS (Ovation OV 1715)	50	11
	ANNE MURRAY (Capitol ST 11739)	3	47	42	TURNING UP AND TURNING ON		
5	TNT TANYA TUCKER (MCA MCA-3066)	8	5	į.	BILLY "CRASH" CRADDOCK	40	40
6	WHEN I DREAM CRYSTAL GAYLE			43	(Capitol SW 1153) GONE GIRL	42	12
•	(United Artists UA-LA 858-H)	10	27	44	JOHNNY CASH (Columbia KC-35646 CLASSIC RICH VOL. 2	) 44	4
U	THE GAMBLER KENNY ROGERS				CHARLIE RICH (Epic KE-35624)	34	7
	(United Artists UA-LA 934-H)	18	4	45	GREATEST HITS THE MARSHALL TUCKER BAND		
8	STARDUST WILLIE NELSON			46	(Capricorn CPN-0214) LOVE GOT IN THE WAY	45	9
_	(Columbia JC 353605)	4	35		FREDDY WELLER (Columbia KC 35658)	46	
9	PROFILE/BEST OF EMMYLOU HARRIS			47	LET ME BE YOUR BABY	46	6
10	(Warner Bros BSK-3528)	12	5	48	CHARLY McCLAIN (Epic KE 36648)  OLD FLAMES CAN'T HOLD	47	6
10	GREATEST HITS				A CANDLE TO YOU		
11	(Monument MG-7628) MOODS	11	8	49	JOE SUN (Ovation 1734)  DAVID A. COE'S	48	4
	BARBARA MANDRELL (ABC AY-1088)	5	11		GREATEST HITS		
12	HEARTBREAKER DOLLY PARTON (RCA AFL 1-2797)	6	20	50	(Columbia KC-35627) HERE YOU COME AGAIN	40	8
13	BURGERS AND FRIES CHARLEY PRIDE (RCA APL 1-2983)	9	12		DOLLY PARTON (RCA APL 1-2544) ENTERTAINERS ON	52	61
14	A LEGENDARY	9	12	31	AND OFF THE RECORD		
	PERFORMER: VOLUME 3 ELVIS PRESLEY (RCA CPL 1-3082)	14	5		THE STATLER BROTHERS (Mercury ARM 1-5007)	51	11
15	CONWAY			52	LOVE IS WHAT LIFE'S ALL		
	CONWAY TWITTY (MCA-3063)	15	8		MOE BANDY (Columbia KC-35524)	36	12
16	POSE COLORED GLASSES JOHN CONLEE (ABC-AY-1105)	16	8	53	TAMMY WYNETTE'S		
<b>O</b>	THE BEST OF THE				GREATEST HITS, VOL. IV (Epic KE-35630)	53	8
	STATLER BROTHERS (Mercury SRM 1-1037)	27	54	54	ELVIS' CHRISTMAS ALBUM		
18	CHRISTMAS CARD THE STATLER BROS.				ELVIS PRESLEY (Camden CAS-2428	) 57	3
	(Mercury SRM 1-5012)	21	3	55	JOE STAMPLEY GREATEST HITS		
U	ONLY ONE LOVE IN MY LIFE				(Epic KE 35627)	55	7
00	RONNIE MILSAP (RCA APL 1-2780) TOTALLY HOT	22	24	56	SLEEPER WHEREVER I		
20	OLIVIA NEWTON-JOHN			F 7	BOBBY BARE (Columbia KC 35645)	56	7
	(MCA MCA-3067)	25	4	37	THERE'LL BE NO TEARDROPS TONIGHT		
21	LIVING IN THE USA LINDA RONSTADT (Asylum 6E-155)	13	12		WILLIE NELSON (United Artists LA 930-H)	60	6
22	JOHNNY PAYCHECK'S			58	<b>VOLUNTEER JAM III &amp; IV</b>		
	GREATEST HITS, VOL. II (Epic KE-35623)	19	8		THE CHARLIE DANIELS BAND (Epic E2-35368)	58	6
23	TEAR TIME DAVE & SUGAR (RCA APL 1-2861)	17	14	59	RED WINE AND BLUE MEMORIES		
24	BASIC				JOE STAMPLEY (Epic KE 35443)	59	18
25	GLEN CAMPBELL (Capitol SW-11722) VARIATIONS	24	5	60	THE OUTLAWS VARIOUS ARTISTS (RCA APL 1-1321	) 62	13
26	EDDIE RABBITT (Elektra 6E-127) TEN YEARS OF GOLD	20	39	61	DARK-EYED LADY DONNA FARGO (WB BSK-3191)	61	12
W	KENNY ROGERS	20	48	62	Y'ALL COME BACK	01	12
27	(United Artists UA-LA 835-H) PLEASURE & PAIN	29			SALOON OAK RIDGE BOYS (ABC/Dot DO 2093	63	61
0.0	DR. HOOK (Capitol SW-11859)  ELVIS — A CANADIAN	23	8	63	BEST OF DOLLY PARTON (RCA APL 1-1117)	65	10
20	TRIBUTE			64	REDHEADED STRANGER		
29	ELVIS PRESLEY (RCA KKL 1-7065)  ARMED AND CRAZY	28	11	65	WILLIE NELSON (Columbia KC 33482 GUY CLARK	) 64	13
	JOHNNY PAYCHECK (Epic KE 35444)	33	6	(2)	(Warner Bros. BSK-3241) EVERY WHICH WAY BUT	66	3
30	OAK RIDGE BOYS (ABC AY 1065)	37	29	66	LOOSE		
31	LOVE OR SOMETHING LIKE				RICH, RABBITT, TILLIS (Elektra 5E-503)	_	1
	KENNY ROGERS			67	LOVE ME WITH ALL YOUR		
32	(United Artists UA-LA 903-H) EVERY TIME TWO FOOLS	31	24		HEART JOHNNY RODRIGUEZ		
	COLLIDE			68	(Mercury SRM 1-5011) COUNTRY CHRISTMAS	67	11
	KENNY ROGERS & DOTTIE WEST (United Artists UA-LA 864-H)	32	40		LORETTA LYNN (MCA-15022) FELIZ NAVIDAD	68	3
	THAT'S THE WAY A COWBOY ROCKS AND				FREDDY FENDER (ABC DO-2101)	69	2
	ROLLS			70	I'M ALWAYS ON A MOUNTAIN WHEN I FALL		
	JESSI COLTER (Capitol ST-11883)	38	7	7.4	MERLE HAGGARD (MCA 2376)	70	21
34	PLACES I'VE DONE TIME TOM T. HALL (RCA APL 1-3018)	26	7	/1	WOMANHOOD TAMMY WYNETTE (Epic KE-35442)	54	26
35	MARTY ROBBINS'	-		72	COLLISION COURSE ASLEEP AT THE WHEEL		
	(Columbia KC-35629)	30	8	70	(Capitol SW 11725)	72	11
36	YOU HAD TO BE THERE JIMMY BUFFETT (ABC AK-1008)	35	4	/3	LINDA RONSTADT'S GREATEST HITS		
37	FALL IN LOVE WITH ME			74	(Asylum 6E-106) REFLECTIONS	73	9
38	WAYLON & WILLIE	39	10		GENE WATSON (Capitol SW 11805)	71	16
	WAYLON JENNINGS & WILLIE NELSON (RCA AFL 1-2696)	43	46	75	LARRY GATLIN (Monument MG 7616	) 75	11
	**	-					

# **Seabolt Stresses Continuity** As New UA Nashville Head

# by Bob Campbell

NASHVILLE — "The only change here is that I have taken off one hat and put on another." With this statement, Jerry Seabolt, former national country promotion director and new director of operations for United Artists' Nashville division, last week explained the recent executive turnover at

Earlier this month, Lynn Shults resigned as director of operations of UA here to head Capitol's country division. Within a week. Seabolt moved into Shults' position. In an interview conducted in his office on the seventh floor of the United Artists tower on Music Row, Seabolt discussed with Cash Box the philosophy of teamwork and personal attention to which he attributes the label's success.

'There has not really been any change,' said Seabolt, who has been involved in record promotion for nearly 20 years "There are minor things. We are streamlining a couple of areas, and I am putting more responsibility on my assistant, Hilton Hawkins. My secretary has become very important in the scheme of the promotion department. I am lucky in that I have been in the company and all of the people here have been with me for awhile. When you surround yourself with professionals, you don't have to mess with them. You just sit back and nudge them in the proper direction from time to time. I hired most of these people in the first place, so there has been no need for me to go in and say, 'Now I'm boss. Here is what we are going to do.

# **Direct Control**

In addition to overseeing the day-to-day operation of the office here, Seabolt will still run the promotion department. In discussions with United Artists' co-chairmen Artie Modull and Jerry Rubinstein, Seabolt insisted he remain in direct control of this

"When I went to the coast to accept the job, one of the conditions of taking this job was that I stay close to promotion. We discussed this very seriously," said Seabolt, who has worked with United Artists for five years, "We have had a very good run in the last four years with me in the role of national country promotion director. I jealously want to guard that. I am very happy with the team we have put together with Hilton Hawkins and Jerry McDowell, who are my specialists so to speak. And the field staff that Charlie Minor (UA vice president of promotion in Los Angeles) put together when he came on board is schooled that the country product is as important as pop product. There is none of that competitiveness that some companies find themselves with

look down on country music. I had a good thing going here, and I didn't want to lose

## Teamwork Stressed

A personal philosophy of Seabolt and of United Artists is a reliance on company teamwork. Seabolt believes every employee should understand the overall company point of view and should be informed of current projects.

"I have always believed that if a man was doing a job and couldn't see the whole picture as to why he was doing his job there would be problems," Seabolt said. "He would become very frustrated, very bored and very unproductive. I like my people to know what is going on - to know they are part of the team - because we are a team. There are not that many of us here. But my door is always open to anybody, and everybody here communicates constantly. We know what problems we have because of this. I can sit here and schedule records. but if I don't communicate with our people here, it is not going to get done right.

Even with an artist roster containing such acts as Kenny Rogers, Crystal Gayle and Charlie Rich, United Artists is viewed as a low-keyed operation. The basic power structure is clearly located in Los Angeles. But this is a situation Seabolt would not

"As far as autonomy goes, we do not



MILSAP DRAWS WINNER After a successful nine week promotion, WUBE/Cincinnati brought in Ronnie Milsap to draw the grand prize winner in WUBE's "Home In The Country." Over 10,000 WUBE listeners visited the \$42,000 home during the nine-week contest to register for the giveaway. Milsap is pictured above with WUBE morning man Larry Bee, and a crowd of anxious contestants and listeners, awaiting the announcement of a win-

# George Jones Declares Bankruptcy was ordered to explain why he was \$36,000

NASHVILLE - Epic's George Jones last week filed bankruptcy proceedings in federal court here citing \$1.5 million in debts. An admitted alcoholic, Jones has earned a reputation as an unreliable performer because of the many shows he has missed during the past several years.

"He missed a lot of show dates (54 in two years) because he was exhausted and didn't feel he was up to the way he had been performing," Jones' attorney S. Ralph Gordon said in an issue of The Tennessean Nashville newspaper. "But recently he has been getting back together and his act is in

top form.
"This bankruptcy has been two years in coming," Gordon added. "He found it harder to continue when he had so little money, ment from all sides During a recent hearing in which Jones

and he was being hit by lawsuits for pay-

behind in child-support payments to former wife Tammy Wynette, Jones admitted to an "addiction to alcohol.

**Debts**Among the debts listed in the 23-page petition are bills from 54 show promoters averaging around \$8,000 for shows scheduled in 1977 and 1978. The bankruptcy document also listed \$680,811 in secured debts in loans from banks, Columbia Records and friends.

In real property, Jones listed a mobile home and lot in Lakeland, Fla. worth \$33,-000; 20 acres of unimproved land in Marion County, Ala. worth \$2,000; and 3.49 acres in Newton, Tx. worth \$5,000. The entertainer listed \$24,500 in personal property

The document will cite 11 recent lawsuits and attachments filed against Jones by creditors

		Weeks	
1 TULSA TIME		On Chart	MABELLENE
DON WILLIAMS (ABC AB-12425)  2 LADY LAY DOWN	2	9	GEORGE JONES/JO
JOHN CONLEE (ABC AB-12420)  3 DON'T YOU THINK THIS OUTLAW	6	9	BIG AL DOWNING (Warne
BIT'S DONE GOT OUT OF HAND WAYLON JENNINGS (RCA PB-11390)	3	10	34 HOW DEEP IN LOVE JOHNNY RUSSE
4 ALL OF ME			T.G. SHEPPARD (Warne
5 DO YOU EVER FOOL AROUND	4	11	36 THE GIRL AT THE EN
JOE STAMPLEY (Epic 8-50626)  6 RHYTHM OF THE RAIN	7	11	JOHN ANDERSON (Warn
JACKY WARD (Mercury 55047)  YOUR LOVE HAD TAKEN ME	8	13	37 YOU WERE WORTH V
THAT HIGH CONWAY TWITTY (MCA 40963)	9	8	38 ON MY KNEES
8 BURGERS AND FRIES CHARLEY PRIDE (RCA PB-11391)	1	11	CHARLIE RICH (W
9 I'VE DONE ENOUGH DYIN'			39 THE BULL AND THE MERLE HAGGARD
TODAY  LARRY GATLIN (Monument 45-270)	10	8	M REST YOUR LOVE OF
10 BABY I'M BURNIN'/I REALLY GOT THE FEELING			41 THE SOFTEST TOUC
DOLLY PARTON (RCA 11420)  11 WE'VE COME A LONG WAY BABY	13	5	42 MAYBE YOU SHOUL
LORETTA LYNN (MCA 40954) LORETTA LYNN (MCA 40954)		9	LISTENING JESSI COLT
WHY HAVE YOU LEFT THE ONE YOU LEFT ME FOR	12	9	43 I'M GONNA FEED 'EN SLEW FOOT
CRYSTAL GAYLE (United Artists)  THE OFFICIAL HISTORIAN ON	14	5	FOOLED AROUND A
SHIRLEY JEAN BERRELL	10		LOVE MUNDO EAL
STATLER BROTHERS (Mercury 55048)  14 PLEASE DON'T PLAY A LOVE SONG	16	7	45 STONE WALL (AROU HEART)
MARTY ROBBINS (Columbia 3-10821)  15 AS LONG AS I CAN WAKE UP IN	15	9	46 THE JEALOUS KIND
YOUR ARMS KENNY O'DELL (Capricorn CPS 0309)	17	9	AGAIN RITA COO
16 HIGH AND DRY JOE SUN (Ovation OV-1117)	18	9	47 ALIBIS JOHNNY RODRIGU
TEXAS (WHEN I DIE) TANYA TUCKER (MCA S45-1800)	20	6	AR BUILDING MEMORIE
18 COME ON IN OAK RIDGE BOYS (ABC AB-12434)	25	4	49 THE GAMBLER
19 FEET RAY PRICE (Monument 45-267)	19	10	KENNY ROGERS (Unite
20 GIMME BACK MY BLUES JERRY REED (RCA PB-11407)	22	8	FANDY BARLOW  FINE EVERYONE HAD S
21 DOUBLE S BILL ANDERSON (MCA 40964)	21	8	LIKE YOU EDDY ARNO
22 IT'S TIME WE TALK THINGS	21	۰	52 GET BACK TO LOVIN
OVER REX ALLEN JR. (Warner Bros. WBS 8697)	24	6	53 TONIGHT SHE'S GOI
AGAIN/SANTA BARBARA			ME RAZZY BAIL
RONNIE MILSAP (RCA PB-11421)  24 EVERY WHICH WAY BUT LOOSE	34	3	GOING, GOING, GON
EDDIE RABBITT (Elektra E-45554)  TOU DON'T BRING ME FLOWERS	29	3	55 REACHING OUT TO DOTTIE WEST (United
JIM ED BROWN/HELEN CORNELIUS (RCA PB-11435)	31	5	56 WHISKEY RIVER WILLIE NELSON
26 LOVE GOT IN THE WAY FREDDY WELLER (Columbia 3-10837)		11	57 SAVE THE LAST DAN
27 LOVIN' OF:			58 BEST FRIENDS MAK
BELLAMY BROTHERS (Warner/Curb WBS 8692)  28 THE SONG WE MADE LOVE TO	27	7	WORST ENEMIES  DAVID HOUSTO
MICKEY GILLEY (Epic 8-50631)  29 I JUST CAN'T STAY MARRIED TO	28	7	59 FRIEND, LOVER, WIF JOHNNY PAYCHE
CHRISTY LANE (LS LS-169)	33	6	HOME
30 PLAYIN' HARD TO GET JANIE FRICKE (Columbia 3-10849)	30	9	61 BACK TO THE LOVE
31 LOVE AIN'T GONNA WAIT FOR US			SUSIE ALLANSON (Warr
BILLIE JO SPEARS (United Artists UA-X-1251-Y)		8	HANK WILLIAMS, JR. (Warr
Alibis (Tree — BMI) 47 Ge	ZED t Back	TOP	100 COUNTRY SINGLES (IP

December 30, 1978		
		Weeks
MABELLENE	12/23	On
GEORGE JONES/JOHNNY PAYCHECK (Epic 8-50647)	35	3
BIG AL DOWNING (Warner Bros. WBS 8716)  34 HOW DEEP IN LOVE AM I?	37	5
JOHNNY RUSSELL (Mercury 55045)  35 HAPPY TOGETHER	36	7
T.G. SHEPPARD (Warner/Curb WBS-8721)  36 THE GIRL AT THE END OF THE  BAR	40	3
JOHN ANDERSON (Warner Bros. WBS 8705) 37 YOU WERE WORTH WAITING FOR	38	7
DON KING (Con Brio CBK 142)  38 ON MY KNEES  CHARLIE RICH (WITH JANIE FRICKE)	39	7
(Epic 8-50616)  39 THE BULL AND THE BEAVER MERLE HAGGARD/LEONA WILLIAMS	5	13
(MCA 40962)  AN REST YOUR LOVE ON ME	11	9
41 THE SOFTEST TOUCH IN TOWN	46	6
BOBBY G. RICE (Republic REP 031) 42 MAYBE YOU SHOULD'VE BEEN LISTENING	41	9
JESSI COLTER (Capitol P-4641) 43 I'M GONNA FEED 'EM NOW/OLE SLEW FOOT	43	10
PORTER WAGONER (RCA PB-11411)  44 FOOLED AROUND AND FELL IN	45	6
MUNDO EARWOOD (GMC 105) 45 STONE WALL (AROUND YOUR	49	5
GARY STEWART (RCA PB-11416)  46 THE JEALOUS KIND/LOVE ME AGAIN	47	6
RITA COOLIDGE (A&M 2090)  ALIBIS	51	9
JOHNNY RODRIGUEZ (Mercury 55050)  48 BUILDING MEMORIES	54	4
49 THE GAMBLER	53	5
KENNY ROGERS (United Artists UA-X1250)  FALL IN LOVE WITH ME TONIGHT  RANDY BARLOW (Republic REP-034)	55	10
IF EVERYONE HAD SOMEONE LIKE YOU		
52 GET BACK TO LOVIN' ME	56	4
JIM CHESNUT (Hickory AH-54038)  TONIGHT SHE'S GONNA LOVE  ME	52	8
RAZZY BAILEY (RCA PB-11446)  GOING, GOING, GONE		2
MARY K. MILLER (Inergi I-311)  55 REACHING OUT TO HOLD YOU		3
DOTTIE WEST (United Artists UA-X-125-Y)  56 WHISKEY RIVER  10877)		5
WILLIE NELSON (Columbia 3-10877)  SAVE THE LAST DANCE FOR ME  JERRY LEE LEWIS (Sun SI-1139)		3
BEST FRIENDS MAKE THE WORST ENEMIES		
59 FRIEND, LOVER, WIFE JOHNNY PAYCHECK (Epic 8-505621)		11
60 I'LL WAKE YOU UP WHEN I GET HOME		
CHARLIE RICH (Elektra E-45553)  61 BACK TO THE LOVE  SUSTE ALL ANSON (Warray (Curb WRS 8686)		1
SUSIE ALLANSON (Warner/Curb WBS 8686) 62 OLD FLAME, NEW FIRE HANK WILLIAMS, JR. (Warner Bros. WBS 8715)		6

			Weeks
63	CAN YOU FOOL	12/23	Chart
64	POISON LOVE	50	14
65	GAIL DAVIES (Lifesong ZS8-1777) LOVE AIN'T MADE FOR FOOLS	57	11
66	JOHN WESLEY RYLES (ABC AB-12432) HOW I LOVE YOU IN THE MORNING	71	3
67	PEGGY SUE (Door Knob DK-8-079) <b>TEXAS ME &amp; YOU</b>	70	7
68	ASLEEP AT THE WHEEL (Capitol P-4659)  IT'S MY PARTY	69	5
69	SHERRY BRANE (Oak Records Oak 1031)  ANY DAY NOW	78	5
70	DON GIBSON (Hickory AH-54039) EVERLASTING LOVE	72	3
ŏ	PLAY ME A MEMORY	-	1
Ŏ	EYES BIG AS DALLAS	81	2
73	THE GIVER	82	2
74	PAUL SCHMUCKER (Star Fox SF-378-11) YOU DON'T BRING ME FLOWERS BARBRA STREISAND/NEIL DIAMOND (Columbia 3 10840)	75 77	5
Ø	THE FOOL STRIKES AGAIN CHARLIE RICH (United Artist UA-X1269)	88	2
76	DO YOU WANNA MAKE LOVE BUCK OWENS (Warner Bros. WBS-8701)	80	2
Ø	ANGELINE ED BRUCE (Epic 8-50645)	87	4
<b>7</b>	DREAMIN'S ALL I DO  EARL CONLEY (WBS 8717)	_	1
Ø	GLENN SUTTON (Mercury 55052)	_	1
80	ME PLUS YOU EQUALS LOVE DAWN CHASTAIN (Oak Records OR-1018)	_	1
81	DRIFTING LOVERS CHARLIE McCOY (Monument 45-272)	83	5
<b>(17)</b>	PLEASIN' MY WOMAN BILLY PARKER (SCR SC-162)	92	3
83	HURT AS BIG AS TEXAS RANDY CORNOR (Cherry CS-783) JUST STAY WITH ME	93	3
	TERRI HOLLOWELL (Con Brio CBK 144)	94	3
85	KELLY WARREN (RCA PB-11428) ME TOUCHIN' YOU	-	1
86	LINDA NAILE (Ridgetop R-00178) MY FAVORITE SIN	96	4
88	STONEWALL JACKSON (Little Darlin' LD 7806) BETTER THAN NOW	97	3
89	DEWAYNE ORENDER (Volunteer SVO-102)  SWEET LIFE	90	4
90	PAUL DAVIS (Bang B-738) LOVE SONGS JUST FOR YOU	89	3
_	ONE IN A MILLION		1
92	NATE HARVELL (Republic REP 033)  LOVE SURVIVED	86	5
93	OOH BABY BABY	76	9
94	LINDA RONSTADT (Asylum E-45546) INEVERHAD THE ONE I WANTED	84	4
95	CLAUDE GRAY (Granny White GW-10007)  NATURAL LOVE	_	1
96	O.B. McLINTON (Epic 8-50620)  I HEARD A SONG TODAY	73	7
97	LEAVE IT TO LOVE	98	3
98	JIM TAYLOR (Checkmate CK3106)  I JUST NEED A COKE (TO GET THE WHISKEY DOWN)	_	1
99	KISS YOU ALL OVER	_	1
00	JIM MUNDY/TERRI MELTON (MCM MCM-101) WILDWOOD FLOWER		1
AN	TOMMY WILLS (Golden Moon GM 004)  D LICENSEES)	_	1

	Alibis (Tree - BMI)	Get
	All Of Me (Bourne/Marlong — BMI) 4	Gim
	Angeline (Newkeys — BMI)	Goir
	Any Day Now (Intersong Music — ASCAP)	Hap
	As Long As (House Of Gold/	High
	Hungry Mountain — BMI)	How
	Baby I'm Burning (Velvet Apple - BMI) 10	How
	Back On My Mind Again (Chess — ASCAP) 23	Hurt
	Back To The Love (House Of Gold - BMI) 61	1 He
	Best Friends Make (Bobby Goldsboro - ASCAP) . 58	l Jus
	Better Now Than (Bowling Green - BMI) 88	TF
	Building Memories (Marson — BMI) 48	LJus
	Burgers And Fries (Pi-Gem — BMI) 8	1 Ne
	Can You Fool (Royal Oak/Windstar — ASCAP) 63	I Re
	Come On In (Beechwood/Window — BMI) 18	If Ev
	Don't You Think (Waylon Jennings — BMI) 3	THV
	Do You Ever (Rogan/Mullet — BMI) 5	M
	Do You Wanna (American Broadcasting — ASCAP) 76	I'm (
	Double S (Stallion/Tree — BMI)	It's
	Dreamin's All I (ETC/Easy Listening — ASCAP) 78	It's 7
	Drifting Lovers (Wormwood/Daydreamer — BMI) . 81	l've
	Everlasting Love (Rising Sons — BMI) 70	Jus
	Every Which Way (Peso/Warner Tamerl ne/	Kiss
	Malkyle — BMI)	Lad
	Eyes Big As Dallas (Big Swing — BMI)72	Lea
	Fall In Love (Frebar — BMI) 50	Lov
	Feet (Blackwood/Fullnes — BMI):	Lov
	Fooled Around And Fell (Music West Of The	
	Pecos — BMI)	Love
c	Friend Lover Wife (Alnee - RMI) 59	Si

Get Back To (Milene — ASCAP) 52	
Gimme Back (Sleepy Hollow — ASCAP)	
Going, Going, Gone (Frank & Nancy - BMI) 54	
Happy Together (Chardon Music — BMI)	
High And Dry (Tree Pub BMI)	
How Deep In Love Am I? (Hall-Clement — BMI) 34	
How I Love (Lodestar — SESAC)	
Hurt As Big As Texas (Publicare — ASCAP) 83	
Heard A Song Today (Nu-Trayl — ASCAP) 96	
I Just Can't Stay (Chappell — ASCAP/	
TRI Chappell — SESAC)	
I Just Need (Phase 3 - BMI/New Ground - ASCAP) 98	
Never Had The One (Vanjo - BMI)	
I Really Got The (Velvet Apple — BMI)	
If Everyone (House Of Gold — BMI)	
I'll Wake You Up (Peso/Warner Tamerlane/	
Malkyle — BMI)	
I'm Gonna Feed (Four Star — BMI)	
It's My Party (Arch — ASCAP)	
It's Time We (Boxer — BMI)	
I've Done Enough (First Generation - BMI) 9	
Just Stay With Me (Wiljex Pub ASCAP) 84	
Kiss You All Over (Chinnichaps/Careers - BMI) 99	
Lady Lay Down (Tree Pub BMI)	
Leave It To Love (Sound Corp ASCAP) 97	
Love Ain't Gonna (Blackwood/Ben Peters - BMI) . 31	
Love Ain't Made For Fools (Hall-Clement - BMI) 65	
Love Got In The (Young World/	
Conner Oldham Dittl	

INCLUDING PUBLISHERS AND LI
Love Me Again (Almo - ASCAP/Irving - BMI) 4
Love Songs Just For (Acuff-Rose — BMI/
Milene — ASCAP)
Love Survived (Jack & Bill — ASCAP)
Lovin' On (Ben Peters — BMI)
Mabellene (Arc — BMI) 3
Maybe You (Screen Gems/EMI — BMI)
Me Plus You Equals (House Of Gold — BMI) 8
Me Touchin' You (Owepar — BMI)
Mr. Jones (Al Gallico/Metaphor — BMI) 3
My Favorite Sin (Dream City Music — BMI) 8
Natural Love (Bobby Goldsboro — ASCAP) 9
Old Flame, New Fire (Paukie — BMI)
Ole Slew Foot (Scope — BMI)
On My Knees (Hi Lo Music — BMI)
One In A Million (Frebar/Singletree — BMI)
One Man's Woman (I've Got The Music — ASCAP) 8
Ooh Baby Baby (Jobete — ASCAP)
Play Me A Memory (United Artists — ASCAP) 7
Playin' Hard To Get (Bobby Goldsboro — ASCAP)
Please Don't Play (Algee — BMI)
Pleasin' My Woman (Music City — ASCAP) 8
Poison Love (Unichappell — BMI)
Reaching Out To Hold (ATV/Music Garden) 5 Rest Your Love On Me (Stigwood — BMI) 4
Rhythm Of The Rain (Warner-Tamerlane — BMI)
Santa Barbara (Chess/Casa David — ASCAP)
Ctana Wall (A round Vous Hoort) (Cadanuage BMI)

	TOMMY WILLS (Golden Moon GM 004) -	1
ICE	NSEES)	
. 46	Sweet Life (Web IV — BMI)	89
90 92 27 32 42 80 86	Paw Paw — BMI) Texas (When I Die) (Tree/Sugarplum — BMI) The Bull And (Shade Tree — BMI) The Fool Strikes (Al Gallico/Algee — BMI) The Football Card (Flagship — BMI) The Gambler (Writers Night — ASCAP) The Girl At The (Al Gallico — BMI/	17 39 75 79
. 33 . 87 . 95 . 62 . 43 . 38 . 91 . 85 . 93 . 71	Cypress — ASCAP)  The Giver (Troy Shondeil — SESAC)	73 16 13 11 28 53
. 14 . 82 . 64 . 55 . 40 6 23 57	Wildwood Flower (Peer Int'l. — BMI) 10 Whiskey River (Willie Nelson — BMI) 5 Why Have You Left (Mother Tongue — ASCAP) 11 You Don't Bring (Stonebridge/ Threesome — ASCAP) 2 You Don't Bring (Stonebridge/ Threesome — ASCAP) 7 You Were Worth Waiting For (Wiljex — ASCAP) 3 Your Love Had (Twitty Bird — BMI)	56 12 25 74 37

# LITTLE DARLIN'S DARLIN'S DO IT BEST IN THE GROOVE

STONEWALL JACKSON
HUGH X. LEWIS
HOOT HESTER
BUDDY SPICKER

JOHNNY PAYCHECK
DUGG COLLINS
BOBBY HELMS
FRANK MYERS

# **BOBBY RAINBOW**

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New Album

# PAYCHECK/THE OUTLAW

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# COUNTRY RADIO

# **REVIEWS**

DONNA FARGO (Warner Brothers WBS-8722)

Somebody Special (2:58) (Prima-Donna Music — BMI) (Donna Fargo)

Donna is overdue for a single, but this one was worth waiting for. This song shows Donna's writing ability and is smoothly arranged by David Paul Briggs and commercially produced by Stan Silver

BILLY "CRASH" CRADDOCK (Capitol P-4672)

If I Could Write A Song As Beautiful As You (3:23) (Pick A Hit Music — BMI) (John Adrian) This time around "Crash" shows his mello vocal style by slowing the pace down and the smooth use of violins in the arrangement. Sure to ring the request line at radio

CAL SMITH (MCA MCA-40982)

The Rise And Fall Of The Roman Empire (2:59) (Don Wayne Music/Annie Over Music — BMI) (Don Wayne/Bobby Fischer)

This could be Cal Smith's best release since "Country Bumkin." Produced by Walter Haynes and including catchy lyrics and easy to follow rhythm.

# SINGLES TO WATCH

DAWN CHASTAIN (Oak Records OR-1018-M) Me Plus You Equals Love (2:18) (House Of Gold — BMI) (Bobby Springfield)

JIMMY BUFFETT (ABC AB-12428)

Manana (2:45) (Coral Reefer Music/Outer Banks Music — BMI) (Jimmy Buffett)

BILL PHILLIPS (Soundwaves SW-4579)

You're Gonna Make A Cheater Out Of Me (2:35) (Tree Pub. — BMI) (Sonny Throckmorton)

JERRY FULLER (ABC AB-12436)

Salt On The Wound (2:55) (Blackwood Music/Fullness Music — BMI) (Jerry Fuller)

CARL PERKINS (Jet ZS8-5054)

Blue Suede Shoes (2:44) (Belinda Music — BMI) (C. Perkins)

MICHAEL CLARK (Capitol P-4670)

Dancin' Shoes (3:49) (Canal Pub. - BMI) (Carl Storie)

JESSEY HIGDON (Charta CH-126)

Old Love Letters (2:40) (Mr. Mort Music — ASCAP) (C. Fields/J. Powell)

JIM SILVERS (CMH Records CMH-1516)

Cannonball Yodel (2:24) (R.F.D. Music Pub. Co. — ASCAP) (E. Britt/L. Shelley/B. Bell/M.

MAURY FINNEY (Soundwaves SW-4578)

Happy Sax (2:08) (Kitkit Music — BMI) (Maury Finney)

# **Seabolt Stresses Continuity**

have it, and I would not want it," said up in agreement, otherwise you end up with Seabolt, who has worked at one time or another for the record companies of Smash, Mercury, Plantation, Mega and Stax. "My point is this: It is their money, and we kind of oversee this part of their money. When you are spending a man's money, it behooves you to go to him and see if you are in agreement with his way of thinking. I wouldn't take it upon myself to say, 'let's just jump out here and do this.' You want to make sure every brain in the chain is lined



LONE STAR HOSTS FROMHOLZ IN AUSTIN - Lone Star Records recently held a Texas-flavored reception in Austin, Tx. for artist Steve Fromholz in celebration of his debut Lone Star LP, "Jus' Playin' Along." A single, "She's Everybody's Baby But Mine," will be released in January. Fromholz (on right) is shown at the reception with University of Texas athletic director Darrell Royal.

a fractionalized effort.

"I am is constant touch with the coast three or four times a day," Seabolt added. "I am in touch with Artie and Jerry every day. It is their money and they should know what is going on. If it was my company, I might do some things a little bit differently. On a dayto-day basis, I run it though."

United Artists is also a company which does not place much emphasis on its inhouse A&R department — another policy with which Seabolt is in complete agree-

**Independent Producers** 

"Our strength has been that we use independent producers," Seabolt said. "It is like shopping in a specialty shop. One man can't do it all. One man invariably has a style. I am taking nothing away from the very good A&R men in this town. It works for them. This works for us. Having a Larry Butler, a Tom Collins, an Allen Reynolds and a Don Gant doing outside production for us and bringing us finished product has worked for us. Why mess with it? It is like going to a supermarket and being able to pick and choose. We pick and choose what we feel are the best people for each artist. What works for this artist may not work for another artist with the same producer. Butler was vice president in charge of the Nashville division here at one time. That worked then, but times are changing.

Seabolt emphasized that UA in Nashville was a small operation, including a relatively small artist roster, and that this limited size proved beneficial to UA.

"I don't foresee the day when our roster will be much bigger than it is now, because we are able to give personal attention to each artist," Seabolt said. "We are going at the pace we feel is right for us. We make the L.A. office a lot of money, and they seem to be happy.

# MOST ADDED COUNTRY SINGLES

- TONIGHT SHE'S GONNA LOVE ME RAZZY BAILEY RCA KLZ, KSON, WIL, KFDI, WWVA, WTSO, WSLR, WNRS, WMNI, KRAM, WHOO, WFAI, WDOD, KSOP, KVOO, KRAK, WYDE, WSDS, WEMP, WXCL, WAXX, KTTS, WGTO, KBBQ.
- I'LL WAKE YOU UP WHEN I GET HOME CHARLIE RICH ELEKTRA KLZ, KIKK, KSON, WKDA, KFDI, WWVA, KEBC, KLIC, WDEE, WHOO, KSOP, KERE, KVOO, WNRS, KOUL, KZIP, KBET, WSDS, WXCL, WAXX, KTTS, KSSS, WGTO, KBBQ.
- EVERLASTING LOVE NARVEL FELTS ABC WAME, WWVA, KEBC, WHK, KIKX, WQQT, WPLO, WVOJ, WSLC, WSDS, WEMP, KWKH, WAXX, KTTS, WGTO, KBBQ, WHOO.
- BACK ON MY MIND AGAIN/SANTA BARBARA RONNIE MILSAP RCA WHN, WMAQ, WEEP, KLAK, WKMF, KIKX, WDOD, KOKE, KWJJ, WSUN.
- WHISKEY RIVER WILLIE NELSON COLUMBIA WJRB, KSON, KCKN, KRAM, KERE, KVOO, WSDS, WAXX, KTTS, KSSS.

# MOST ACTIVE COUNTRY SINGLES

COME ON IN — OAK RIDGE BOYS — ABC

COME ON IN — OAK RIDGE BOYS — ABC
KKYX Ex-31, WYDE Ex-29, KMPS Ex-26, KRAK Ex-40, WPLO 28-21, KVOO
Ex-46, KERE 38-29, KSOP 35-27, WQQT 37-32, WFAI 42-32, KIKX Ex-36,
WAME Ex-27, WIL Ex-33, KIKK 38-33, KLZ 40-33, WKMF 30-24, WMNI 30-22,
WBAP Ex-48, KCKN Ex-30, WMAQ Ex-38, WHK 37-32, WSLR Ex-28, KNOE
26-19, KEBC 58-50, WMC Ex-25, KFDI 41-34, WKDA 33-20, KCUB 40-25,
KENR 40-33, WDAF 26-18, WSUN 19-13, KLAC 50-41, KBBQ Ex-34, WGTO
30-19, KSSS Ex-27, KTTS Ex-19, WAXX 32-22, KVOC 39-30, KWKH Ex-30,
KWMT 37-30, WXCL Ex-35, KWJJ Ex-40, WEMP 28-19, WSDS 45-36.

WHY HAVE YOU LEFT THE ONE YOU LEFT ME FOR -- CRYSTAL GAYLE --

UNITED ARTISTS
KKYX Ex-25, WYDE 20-15, KMPS 27-22, KRAK 35-27, KRMD 35-30, KVOO 27-20, KERE 31-19, KXOL 26-19, WQQT 23-15, WFAI 33-24, WHOO 32-27, KIKX Ex-35, WAME 24-11, WIL 28-20, KIKK 18-6, KLZ 33-27, WKMF 28-23, WMNI 33-23, WNRS 26-19, KCKN 30-21, WEEP 13-8, WHN 17-10, KIC 39-27, KNOE 30-20, KEBC 38-32, WTSO 34-29, WMC 23-10, KFDI 34-27, KCUB 29-21, KENR 12-6, KLAC 40-30, KBBQ 31-24, WGTO 20-14, KSSS 26-20, WAXX 24-14, KVOC 18-8, KWKH 19-13, KWMT 38-24, WEMP 11-6, WSDS Ex-49, WCKE Ex-21, KERET 23, 16, K7IP Ex-23 KOKE Ex-21, KBET 23-16, KZIP Ex-23.

- BACK ON MY MIND AGAIN/SANTA BARBARA RONNIE MILSAP RCA WSLC Ex-34, WVOJ 31-24, KMPS Ex-28, KRAK Ex-44, WPLO Ex-27, KRMD Ex-38, KVOO Ex-56, KXOL Ex-35, KSOP 36-31, WFAI Ex-34, WHOO Ex-38, WL Ex-35, WUBE 35-30, KSON Ex-40, WJRB 39-32, KLZ Ex-38, KRAM Ex-30, WMNI 37-29, WNRS Ex-37, KCKN Ex-38, WSLR 30-24, KLIC Ex-33, KNOE Ex-37, KEBC 39-33, WTSO 45-37, WWVA 28-18, WMC Ex-27, KFDI Ex-48, WKDA Ex-37, KCUB Ex-37, WDAF Ex-29, KLAC 55-48, WGTO 41-31, KSSS 32-24, KTTS Ex-18, WAXX Ex-31, KVOC 32-24, KWKH 31-23, KWMT 39-31, WEMP Ex-26, WSDS Ex-40, KBET 40-28.
- BABY I'M BURNIN'/I REALLY GOT THE FEELING DOLLY PARTON -

WYDE 22-17, KMPS 19-12, KRAK 24-15, KERE 22-16, KXOL 22-14, KSOP 22-17, WQQT 16-8, WFAI 29-23, WHOO 19-13, KIKX 35-24, WSHO Ex-19, WIL 19-14, WUBE 27-21, KLZ 20-12, KRAM 23-11, WKMF Ex-28, WMNI 18-13, WNRS 24-11, WBAP 40-30, KCKN 22-14, WEEP 15-10, WMAQ 23-16, WSLR 20-15, WARD 24-11, WBAP 40-30, KCKN 22-14, WEEP 15-10, WMAQ 23-16, WSLR 20-15, WARD 24-14, WSLR 20-15, WSLR 20-1 WHN 20-11, KLIC Ex-29, KNOE 16-10, WTSO 26-15, WKDA 23-13, WAXX 18-11, KWKH 22-11, KZIP 47-17.

TEXAS (WHEN I DIE) — TANYA TUCKER — MCA
KRAK 32-20, KRMD Ex-27, KVOO 28-21, KERE 39-30, KXOL 40-30, WQQT 2923, KBAM ex-40, KIKX 39-29, WIL Ex-36, KSON 32-23, KIKK Ex-35, KLZ 26-21,
WMNI Ex-36, WBAP 41-31, KCKN 33-24, KLAK 27-22, WEEP 41-34, WSLR Ex27, WHN Ex-15, KLIC Ex-37, KNOE 39-28, WTSO 28-22, WWVA Ex-40, WMC
Ex-26, WKDA 34-18, KCUB Ex-38, KLAC 39-31, WGTO 38-29, KSSS 21-16,
WAXX 26-18, KWJJ 39-30, WEMP 36-25.



KIM CHARLES JOINS MCA — MCA Records in Nashville has announced the signing of Kim Charles to an exclusive recording contract with the label. Charles' first single release, "I Want To Thank You," will be released in January. Shown at the signing (I-r) are: Nick Hunter, MCA national country promotion manager; Eddie Kilroy, MCA vice president of A&R; Charles; and Grant Smith, legal counsel for Charles.

# BLACK CONTEMPORA

# TOP 75 LBUMS

		Veeks On
C'EST CHIC CHIC (Atlantic SD 19209)	12/23( 1	Chart 6
THE BEST OF EARTH, WIND & FIRE VOL. 1 (ARC/Columbia FC 35647)	2	5
3 CHAKA CHAKA KHAN (Warner Bros. BSK 3245)	3	
CHERYL LYNN (Columbia JC 35486)	5	9
MOTOR BOOTY AFFAIR PARLIAMENT (Casablanca NBLP 7125)	8	4
6 THE MAN BARRY WHITE (20th Century T-571)	6	12
7 ROSE ROYCE STRIKES AGAIN		
(Warner Bros. WHK 3227)  8 LIVE AND MORE DONNA SUMMER (Compliance MPL P. 7119)	7	19
(Casabianca NBLP 7119)  9 IS IT STILL GOOD TO YA ASHFORD & SIMPSON	4	16
(Warner Bros. BSK 3219)  10 ONE NATION UNDER A GROOVE	9	17
FUNKADELIC (Warner Bros. BSK 3209)	10	14
GET DOWN GENE CHANDLER (Chi-Sound/20th T-578)	20	7
12 CRUISIN' VILLAGE PEOPLE (Casablanca NBLP 7118)	11	12
13 SWITCH (Gordy/Motown G6-980R1)	13	20
14 SECRETS GIL SCOTT-HERON & BRIAN JACKSON		
(Arista AB 4189) 15 BROTHER TO BROTHER	12	17
GINO VANNELLI (A&M SP 4722)  16 REED SEED GROVER WASHINGTON JR.	15	13
(Motown M7-019R1)  17 FLAME  RONNIE LAWS	14	13
(United Artists UA-LA-861-H)  18 COMMODORES' GREATEST HITS	16	11
(Motown M7-012R1)  (Motown M7-012R1)  (Motown M7-012R1)	18	8
PEABO BRYSON (Capitol ST-11875)	24	5
BOBBY CALDWELL (Clouds/TK 8804)	27	11
21 FOR THE SAKE OF LOVE ISAAC HAYES (Polydor PD 1-6164)	17	8
22 STEP II SYLVESTER (Fantasy F-9556)	21	26
23 MELBA MELBA MOORE (Epic JE 35507)	23	8
24 CHANSON (Ariola SW 50039) 25 MONEY TALKS	22	19
THE BAR-KAYS (Stax/Fantasy STX 4106) 26 LONG STROKE	28	6
ADC BAND (Cotillion/Atlantic SD 5210) 27 UGLY EGO	32	4
CAMEO (Chocolate City/Casablanc CCLP 2006)  28 BLAM!	a 26	12
BROTHERS JOHNSON (A&M SP 4714) 29 FUNK OR WALK	19	22
THE BRIDES OF FUNKENSTEIN (Atlantic SD 19201)  30 DESTINY	25	11
THE JACKSONS (Epic JE 35552)  31 LIGHT OF LIFE BAR-KAYS	31	6
(Mercury SRM-1-3732)  32 BRASS CONSTRUCTION	4:1 IV	3
(United Artists UA-LA916-H)  33 KEEP ON JUMPIN'	33	6
MUSIQUE (Prelude PRL 12158) 34 BETTY WRIGHT LIVE	29	18
(Alston 4408) 35 COME AND GET IT	34	28
RICK JAMES (Gordy G-7-98RA)  36 ALL FLY HOME	35	32
37 HEADLIGHTS THE WHISPERS		11
(Solar/RCA BXL 1-2274)	39	34

1	LDOITIO	-	-
		-	=
	10/		eeks On
38	TOGETHERNESS L.T.D. (A&M SP 4705)	38	hart 29
39	NOTHING SAYS I LOVE YOU LIKE I LOVE YOU JERRY BUTLER		
40	(Phila. Int'l./Columbia JZ 35510)	40	9
	(MCA 2-14000) "WANTED LIVE IN	37	13
41	CONCERT" RICHARD PRYOR		
42	(Warner Bros. 2BSK 3364) LIFE IS A SONG WORTH SINGING	49	3
43	TEDDY PENDERGRASS (Phila: Int'l. JZ 35095) HOT!	30	29
44	PEACHES & HERB (Polydor PD-1-6172) MOTHER FACTOR	45	6
45	MOTHER'S FINEST (Epic JE 35546) LOU RAWLS LIVE	43	15
46	(Phila. Int'l. PZ2-35517)	44	7
47	LENNY WILLIAMS (ABC AA-1073)	46	26
48	BOHANNON (Mercury SRM 1-3728)  JOURNEY TO ADDIS	42	28
49	THIRD WORLD (Island ILPS 9554)  TOUCHDOWN	53	5
50	BOB JAMES (Columbia JC 35594) "NEW WORLDS"	52	3
30 <b>6</b> 1	MANDRILL (Arista AB 4195)	55	6
	ROY AYERS/WAYNE HENDERSON (Polydor PD-1-6179)	60	2
52	GIANT JOHNNY GUITAR WATSON (DJM/Phonogram DJM 19)	47	11
53	HERE, MY DEAR  MARVIN GAYE (Tamla/Motown T364)		1
54	DISCO GARDENS SHALAMAR (Solar/RCA BXL 1-2895)	57	8
55	THE ADVENTURES OF CAPTAIN SKY CAPTAIN SKY (AVI-6042)	58	3
56	YOU FOOLED ME GREY & HANKS		
57	(RCA AFL 1-3069) ALICIA BRIDGES	-	1
58	(Polydor PD 1-6158)  BEST OF NORMAN  CONNORS & FRIENDS	54	9
59	(Buddah/Arista BDS 5716) SHOT OF LOVE	59	3
60	LAKESIDE (Solar/RCA BXL 1-2937) QUAZAR	64	4
61	(Arista AB 4187)	50	10
62	(Motown M7-911R1) ENERGY	63	2
63	POINTER SISTERS (Planet P-1)  TRUTH N' TIME	66	5
64	AL GREEN (HI HLP 6009)	65	2
65	MICHAEL HENDERSON (Buddah BDS 5712) INSTANT REPLAY	56	26
66	DAN HARTMAN (Blue Sky JZ 35641) KINSMAN DAZZ	48	4
	(20th Century T-574)  CLEAN  EDWIN STARR	68	2
68	(20th Century-Fox T-559) MIND MAGIC	=	1
69	DAVID OLIVER (Mercury SRM-1-3747) YOU SEND ME	70	2
70		62	21
71	EVELYN "CHAMPAGNE" KING (RCA APL 1-2466) THE GOLDEN TOUCH	69	19
72	CERRONE IV (Cotillion/Atlantic SD 5208) WELCOME TO MY ROOM	57	9
70	RANDY BROWN (Parachute/Casabianca RRI P 9005) GET OFF	67	16
73 74	FOXY (TK/Dash 30005) "SMOKIN"	61	27
75	SMOKEY ROBINSON (Motown T9-363A2) BEFORE THE RAIN	72	3
	LEE OSKAR (Elektra 6E-150)	75	17



**DRAMATIC PRESENTATION** — Members of ABC recording group the Dramatics recently were presented gold copies of their "Do What You Wanna Do" LP. Pictured (I-r) are: Larry Demps, Dramatics; Arnie Orleans, vice president of sales and merchandising, ABC Records; Willie Ford, Dramatics; Don Davis, producer; Steve Diener, president, ABC Records; John Smith, vice president R&B promotion, ABC Records; Lennie Mays, Dramtics; Mark Meyerson, vice president A&R, ABC Records; Ron Banks, Dramatics and Forest Hamilton, manager.

# THE RHYTHM SECTION

AIRWAVES — United Broadcasting has petitioned the FCC to allow distress sale of four of its broadcast properties, even though initial decisions have been issued in two cases. The company, owned by Richard Eaton, has asked that the FCC terminate renewal proceedings against KECC-TV in El Centro, California and WMUR-TV in Manchester, New Hampshire, and allow the stations to be sold to minority groups.

WJMO-AM/WLYT-FM in Cleveland, Ohio, also asked the commission to terminate its renewal proceedings and allow distress sales. A law judge denied both radio license renewal in 1977 stating that "various programming, technical and other operation violations demonstrated licensee indifference to commission rules and regulations." A decision by an administrative law judge regarding United's two television stations stated that Eaton strayed from the standards of conduct to be expected of a licensee and lacked the requisite qualifications to be a licensee, by entering into a consulting agreement with an ABC employee

A 25% black owned firm, Acton Corporation, has already agreed to purchase the two television stations for \$3.5 million, and recently asked the commission to terminate renewal proceedings and grant its aquisition as a distress sale

The National Black Network may face an additional problem regarding its proposed purchase of WDAS in Philadelphia. Amid speculation regarding the FCC staff field investigation of WDAS-AM/FM is a report that investigators may be checking into possible conflict of interest of personnel at that station.

EXCEL-WEEK — Rev. Jesse Jackson will be in Los Angeles fron Jan. 11 through 19, meeting with media people, and promoting the excel concept. This particular time was chosen because it coincides with **Dr. Martin Luther King's** birthday, which is Jan. 15. After the first of the year, Metromedia television will be broadcasting several public service spots, with Rev. Jackson talking about drugs, taking control of ones life and staying in school. Not only is Metromedia showing the spots, but it has taken out adds in several broadcasting publications offering the spots at no charge to other stations.

MANDRILL AND MOVIES? — Arista recording artist Mandrill is getting into the movie

business, by scoring portions of the upcoming movie "The Warrlor"

WHO ARE THE BRASS — Brass Construction has achieved gold and platinum status in two years and four albums, and the nine-member group is now on a campaign to continue to make hit albums but to also allow the public to know them as individuals. The group has been together 11 years, and were signed by United Artists upon meeting Jeff Lane, who secured the deal for them. The internationally oriented group, hailing from such places as Guyana, South America, Trinidad, England and Jamaica, list a varied number of musical influences, from Led Zeppelin to Frank Sinatra.

Randy Muller, leader of the group, writer and arranger says, "We play dance music, we have worked on our sound to simplify it, therefore making it more commercial. People seem to respond more to labels, we are trying to take away the labels within our music, because music has no label.

Brass Construction is presently in the studio finishing "Brass V," and preparing for an upcoming Japan tour.

BACK TO ROOTS — Mutual Black Network has signed Levar Burton to host a series of programs entitled "Black America." Burton will narrate the programs that will trace black origins of some popular inventions and discoveries, along with several other historical contributions made by blacks who have been ignored by historians. The shows will begin airing on Mutual's affiliate stations Jan. 31 through March 31.

NEW NEWSPAPER HITS THE STANDS — CBS Newscaster Ken Jones has organized a weekly black-oriented newspaper for the Los Angeles area. THe paper, called *The Los Angeles Post* will include feature stories simular to feature of *Time* or *Newsweek magazine*. The publication will follow a newspaper format with the front cover in color. The first issue will have Richard Prvor on the cover. Jones is the publisher, and Joe Nazel will be the

CHAKA IS BACK — Chaka Khan returned from her first European tour as a solo performer. During her stay overseas, Khan made several television appearances, to include Top O' The Pops in the UK and The Sasha Distel Show in France. Khan will be relaxing for a while, probably until after her baby is born in about four months.

SWEETHEART POP FROM RUFUS — Bob Watson, bass player for Rufus is expanding into producing other groups. Watson has gotten several top musicians, to include Toto drummer, **Jeff Porcaro** and is producing a duo, Renee and Angela, who have a sound he has dubbed 'Sweetheart Pop' cookie amerson

# CASH BOX TOP 700

December 30, 1978

-		Weeks On
LE FREAK CHIC (Atlantic 3519)	12/23	Chart 11
2 GOT TO BE REAL CHERYL LYNN (Columbia 3-10808)		17
3 SEPTEMBER EARTH, WIND & FIRE (ARC/Columbia 3-10854)		7
4 I'M EVERY WOMAN CHAKA KHAN (Warner Bros. WBS 8683)		13
5 GET DOWN GENE CHANDLER (20th Century TC 2386)		11
6 LOVE DON'T LIVE HERE ANY	Ü	
MORE ROSE ROYCE (Whitfield/Warner Bros. WHI 8712)	5	9
7 I DON'T KNOW IF IT'S RIGHT EVELYN "CHAMPAGNE" KING (RCA PB 11386)	7	13
8 LONG STROKE ADC BAND (Cotillion/Atlantic 44243)	9	11
9 WHAT YOU WON'T DO FOR LOVE BOBBY CALDWELL (Clouds/TK 11)	11	11
10 YOUR SWEETNESS IS MY WEAKNESS		
BARRY WHITE (20th Century TC 2380)  11 TAKE THAT TO THE BANK	10	17
SHALAMAR (Solar/RCA JH 11379)  12 AQUA BOOGIE	12	12
PARLIAMENT (Casablanca NB 950)  13 Y.M.C.A.	15	5
VILLAGE PEOPLE (Casablanca NB 945)  14 ANGEL DUST	14	9
GIL SCOTT-HERON (Arista AS 0366)	18	12
OTHER'S LOVE L.T.D. (A&M 2095)	16	9
16 SHAKE YOUR GROOVE THING PEACHES & HERB (Polydor PD 14514	) 21	10
17 YOU STEPPED INTO MY LIFE MELBA MOORE (Epic 8-50600)	) 19	12
18 I'M SO INTO YOU PEABO BRYSON (Capitol 4656)	) 24	7
19 ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. WBS 8618	8 (	20
20 MARY JANE RICK JAMES (Motown G7-162	) 13	13
21 (I'M JUST THINKING ABOUT) COOLING OUT		
JERRY BUTLER (Phila. Int'l./Columbia ZS8-3656	) 17	12
MUSIQUE (Prelude PRL 71110  WE FREE ME FROM MY	) 20	18
FREEDOM/TIE ME TO A TREE		
(HANDCUFF ME)" BONNIE POINTER (Motown M1451F  24 EVERY 1'S A WINNER	) 27	11
HOT CHOCOLATE (Infinity INF-50 002	) 30	7
25 "MIDNIGHT GIRL"  LENNY WILLIAMS (ABC AB 12423	) 26	10
26 INSTANT REPLAY DAN HARTMAN (Blue Sky/CBS ZS3-2772	) 28	8
NEVER HAD A LOVE LIKE THIS BEFORE TAVARES (Capitol 4658	) 34	7
28 MAC ARTHUR PARK DONNA SUMMER (Casabianca NB 939		16
NOW THAT WE FOUND LOVE THIRD WORLD (Island/Warner Bros. IS 8663		9
UNIE VIBRATION JOE SIMON (Spring/Polydor SP 190		8
31 IS IT STILL GOOD TO YA ASHFORD & SIMPSON (Warner Bros. WBS 8710		5
32 DON'T HOLD BACK CHANSON (Ariola 7717		15
33 THERE'LL NEVER BE SWITCH (Gordy 7G 159-F		23
ALPHA		
Ain't We (Yellow Brick Road/Kodi — ASCAP/ Go	od Tha	ing (Mat

Becamber 66, 1676		_	Ŧ
		Weeks On	
34 TOO MUCH HEAVEN BEE GEES (RSO 913)	12/23	Chart 6	
35 GANGSTER OF LOVE  JOHNNY GUITAR WATSON			l
(DJM/Phonogram DJMS 1101)	35	8	
36 I JUST WANNA STOP  GINO VANNELLI (A&M 2072-S)	33	17	l
37 IN THE NIGHT-TIME MICHAEL HENDERSON (Buddah/Arista BDA 600)	29	10	ŀ
38 FUNK N' ROLL (DANCIN' IN THE FUNKSHINE)			
QUAZAR (Arista AS 0349)  39 LOVE CHANGES	32	17	١
MOTHER'S FINEST (Epic 8-50641)	49	6	
FOUR TOPS (ABC-1242)	48	6	
41 GIVING UP, GIVING IN THE THREE DEGREES (Ariola 7721)	43	7	
42 DISCO TO GO THE BRIDES OF FUNKENSTEIN (Atlantic 3498)	31	15	
43 UNLOCK YOUR MIND THE STAPLES (Warner Bros. WBS 8669)	41	15	
44 IT'S ALL THE WAY LIVE LAKESIDE (Solar/RCA JH-11380)	52	7.	
45 BLAME IT ON THE BOOGIE THE JACKSONS (Epic 8-50595)	44	18	
46 (OLIVIA) LOST AND TURNED			
OUT THE WHISPERS (Solar/RCA JH 11353)	45	18	
WONDER WORM CAPTAIN SKY (AVI 225-S)	54	9	
THE BAR-KAYS (Stax/Fantasy STX-3216-A-S)	56	5	l
49 EVER READY LOVE THE TEMPTATIONS (Atlantic 3538)	58	5	
50 AIN'T WE FUNKIN NOW THE BROTHERS JOHNSON (A&M 2098)	50	7	
51 BUSTIN' LOOSE PART 1 CHUCK BROWN & THE SOUL SEARCHERS			
(Source/MCA SOR-40967) 52   WANNA MAKE LOVE TO YOU	64	4	
RANDY BROWN (Parachute/Casablanca RR 517) 53 STAR CRUISER	38	16	
GREGG DIAMOND (Marlin/TK 3329)  54 ZEKE THE FREAK	57	6	
ISAAC HAYES (Polydor PD 14521)	61	4	
CAMEO (Chocolate City/Casablanca CC 016)	62	4	
56 "HOW DO YOU DO"  AL HUDSON & THE SOUL PARTNERS (ABC AB 12424)	53	8	
57 HAPPY FOR LOVE POCKETS (Columbia 3-10859)	59	6	
58 LIVIN' IT UP (FRIDAY NIGHT) BELL & JAMES (A&M 2069)	60	9	
19 YOU MAKE ME FEEL (MIGHTY	30	3	
REAL) SYLVESTER (Fantasy F-846-A-M)	84	2	
ULET'S DANCE TOGETHER WILTON FELDER (ABC AB-12433)	72	3	
6) MR. FIX-IT  JEFFREE (MCA-40955)	73	5	
62 KEEP IT COMIN' ATLANTIC STARR (A&M 2101-S)	66	5	
63 LOVE IS VERNON BURCH (Chocolate City/Casablanca 015)	75	6	1
64 GET UP BRASS CONSTRUCTION			
(United Artists UA-X1262-Y) 65 GOOD THANG	69	3	
FAZE-O (She/Atlantic SH 8701) 66 I'M COMING HOME AGAIN	68	6	
GLADYS KNIGHT (Buddah/Arista BDA 601)	67	5	ſ

		Weeks On
67 I MIGHT AS WELL FORGET	12/23	Chart
ABOUT LOVING YOU KINSMAN DAZZ (20th Century TC-239)	90) 78	3
68 WHAT'S YOUR SIGN GIRL?  MR. DANNY PEARSO (Unlimited God/Columbia ZS8 140)		6
69 BEYOND THE CLOUDS  QUARTZ (Marlin/TK 332	_	7
70 I'LL DANCE BAR-KAYS (Mercury 7403		2
LOVE IS HERE RONNIE LAWS (United Artists UA-X1264-	·Y) 79	3
72 DIG A LITTLE DEEPER LATTIMORE (Glades TK 175	50) 74	7
YOU CAN DO IT DOBIE GRAY (Infinity INF-50,00	03) 82	3
74 OH HONEY DELEGATION (Shadybrook SB-104)	18) 83	2
75 TOO LATE MANDRILL (Arista AS 037		3
76 EVERYBODY'S DANCIN' KOOL & THE GAN	IG	
(De-Lite/Phonogram DE-91  SOMEWHERE IN MY LIFETIME	0) 76	3
PHYLLIS HYMAN (Arista AS 038	10) 85	2
TASHA THOMAS (Atlantic 354	2) 86	2
JOE TEX (Dial/TK 280	(0) 88	2
CERRONE (Cotillion/Atlantic 424  81 FOR GOODNESS SAKES, LOOK	4) 80	3
AT THOSE CAKES  JAMES BROWN (Polydor PD 1452	2) 89	2
82 HANG IT UP		
PATRICE RUSHEN (Elektra E-45549- 83 TONIGHT'S THE NIGHT		2
84 HONEST I DO LOVE YOU		18
CANDI STATON (Warner Bros. WBS 869  85 THINKIN' ABOUT IT TOO		4
AL JARREAU (Warner Bros. WBS 867  86 MY LOVE AIN'T NEVER BEEN	7) 63	9
THIS STRONG 7th WONDE (Parachute/Casablanca RR 51		2
87 CATCH ME ON THE REBOUND LOLEATTA HOLLOWAY (Salsoul/RCA G7 401		1
88 I GOT MY MIND MADE UP (YOU	0,	
CAN GET IT GIRL) INSTANT FUNK (Salsoul/RCA S7 207	8) 97	2
EDWIN STARR (20th Century-Fox TC-239	6) —	1
90 OFF KATHY BARNES (Republic REP-032) 91 (WE NEED MORE) LOVING TIME		3
DOROTHY MOORE (Malaco/TK 105- 92 GLAD I GOTCHA BABY	4) —	1
BEVERLY AND DUANE (Ariola 772)	8) 93	2
93 DO DAT GROVER WASHINGTON (Motown M 1454)	F) —	1.
94 YOURS AND YOURS ALONE ESTHER WILLIAMS (Friends & Co. FDJ 13)	0) 94	3
95 SOUL BONES THE TRAMMPS (Atlantic 353)	7) —	1
96 DANCE (DISCO HEAT) SYLVESTER (Fantasy F-82)	7) 42	25
97 SO EASY CON FUNK SHUN (Mercury 7402)	4) 47	11
98 THE REAPER THE CONTROLLERS (Juana/TK 341)	9) 98	2
99 ALL MY LOVE D.J. ROGERS (Columbia 3-1083)	6) 99	5
100 ONLY YOU TEDDY PENDERGRASS (Phila. Int'l./CBS ZS8-365)	7) 51	14
ND LICENSEES)		

# 

All the (Tellow Brick Hode) Root - AboAl 7	Good Thang (Match — Billi)	Reep it (i floay a Office — Bivil)	dod bones (werey rersey) out Front Golden
	Got To Be (Butterfly/Gong — BMI/Hudman/	Le Freak (Chic BMI) 1	
All My Love (Circle R — ASCAP)	Cotaba — ASCAP) 2	Let's Dance (Four Knights — BMI) 60	Somewhere (Mid-America/Whee — ASCAP) 77
Angel Dust (Brouhaha — ASCAP)	Hang It (Baby Fingers — ASCAP) 82	Living It Up (Mighty Three — BMI)	Star Cruiser (Arista/Diamond Touch — ASCAP) 53
Aqua (Rubberband — BMI)	Happy For Love (Verdangel/Patmos — BMI) 57	Long Stroke (Woodsong's/Bus — BMI)	Take That (Rosey — ASCAP)
Beyond 69	H.E.L.P. (Six Strings/Dajoye/Ensign — BMI) 40	Loose Caboose (Tree — BMI)	The Reaper (Every-Knight — BMI) 98
Blame It On (Almo Music — ASCAP)	Holy Ghost (East Memphis — BMI)	Love Changes (Alexscar — BMI)	There'll Never (Jobete — ASCAP)
Bustin' Loose (Nouveau/Accent — BMI)	Honest I Do (Da Ann — ASCAP)	Love Don't (May 12th/Warner-	Thinkin' (Aljarreau/Desperate — BMI)
Catch Me (BMI)	How Do (Perks — BMI)	Tamerlane — BMI)	Tonight's The (Sherlyn — BMI)
Contact (ATV/Zonal — BMI)		Love Is (Sand B/Rick's — BMI) 63	Too Late (Mandrill — ASCAP/Blackwood/
Dance (Jobete — ASCAP)	Mills — BMI)	Love Is Here (At Home/Fizz —ASCAP)	Tauvir — BMI)
Dig A Little (Sherlyn — BMI)	I Got My Mind (Lucky Three/Henry Suemay — BMI)88	Love Vibration (Possie/TiRandazz — BMI) 30	Too Much (Unicef — BMI)
Disco To Go (Rubber Band — BMI)	I Just (Ross/Vannelli)	Mac Arthur (Canopy — ASCAP)	Unlock Your (Temporary-Secular — BMI) 43
"Do Dat" (Locksmith — ASCAP) 93	l'Il Dance (Bar-Kays/Warner Tamerlane — BMI) 70	Mary (Stone Diamond — BMI)	We Both (Almo/McRorscod — ASCAP/
	I'm Coming (E.M.P./Times Square — BMI) 66	Midnight Girl (Spec-O-Lite/Traco/	Irving/McDotsbov — BMI)
Cos-K ASCAP)	I'm Every (Nick-O-Val — ASCAP) 4	Jobete BMI)	•
Ever Ready (Good Life — BMI/	I Might Forget (Combine/Resaca — BMI) 67	Mr. Fix-It (Dr. Rock — BMI)	(We Need More) (Groovesville — BMI) 91
J.P. Everett — ASCAP)	I'm Just (Mighty Three — BMI/	My Love Ain't (Muscle Shoals — BMI) 86	What's Your 68
Everybody's Dancing (Delightful/Gang — BMI) 76	Fountain — ASCAP)	Never Had A Love (Medad/Irving — BMI) 27	What You (Warner-Tamerlane/May 12th — BMI) 9
Every 1's (Finchley — ASCAP)			Wonder (Thom Thom — ASCAP/
For Goodness (Dynatone/Belinda/	Insane (Better Days — BMI)	Off (Stevenson — ASCAP)	Upper Level — BMI)
Unichappell — BMI)	Instant (Silver Steed — BMI)	Oh Honey (Screen Gems/EMI — BMI) 74	Y.M.C.A. (Greenlight — ASCAP)
Free Me (Jobete — ASCAP/Stone Diamond — BMI) 23		(Olivia) Lost (Spectrum VII — ASCAP) 46	You Can (American Dream/Blen/Top Of The Town/
Funk 'N' Roll (Jumpshot — BMI)			Edie Sands — ASCAP 73
Gangster (Lynnal — BMI)		Only You (Mighty Three — BMI)	You Make Me Feel (Bee Keeper/Tipsyi — ASCAP) 59
Get Down (Gaetana/Cachand/Cissi — BMI) 5			You Stepped (Stigwood/Unichappel — BMI) 17
Get Up (Desert Rain/BigBoro — ASCAP) 64			Yours And Yours (Damit — BMI)
		Shake Your Groove (Perren-Vibes — ASCAP) 16	
Glad I Gotcha (Woodsong's/		Shoot Me (Velocity — BMI)	
Hattroog/Llo Araballa PMI)	lo Cuio Music (Correge CECAC) 90	Co Fooy (Vol. Lo. Inc. PMI)	Zaka The Fresk (Afro PMI) 54

# BLACK CONTEMPORARY

# MOST ADDED SINGLES

- YOU MAKE ME FEEL (MIGHTY REAL) -KMJQ, KATZ, WUFO, WJLB, WORL, WJPC, KDKO, KDIA.
- BUSTIN' LOOSE (PART 1) CHUCK BROWN & THE SOUL SEARCHERS WEDR, WVON, WILD, KPRS, WGIV, WORL, WQMG, WVKO.
- TOO LATE MANDRILL ARISTA OK100, WJLB, WORL, WWRL, WTLC, WAMO, WLOU.
- LET'S DANCE TOGETHER WILTON FELDER ABC KMJQ, WUFO, WVON, WJPC, WTLC, WVKO.
- **EVERY 1'S A WINNER HOT CHOCOLATE INFINITY** WEDR, WBMX, KDKO, WMBM, WATV, KGBC
- CATCH ME ON THE REBOUND LOLEATTA HOLLOWAY SALSOUL WEDR, WILD, WWRL, WNJR, WATV, WMBM
- I GOT MY MIND MADE UP (YOU CAN GET IT GIRL) INSTANT FUNK -SALSOUL KATZ, WEDR, KKTT, WWDM, WMBM, WGOK.
- MR. FIX-IT JEFFREE MCA WDIA, WEDR, WKND, WWRL, WAWA
- SOUL BONES THE TRAMMPS -- ATLANTIC WORL, WTLC, WWDM, WABQ, WEAL.

# MOST ADDED ALBUMS

- T-CONNECTION T-CONNECTION DASH KDIA, KATZ, WEDR, WILD, WCIN, KKTT, WNJR, WYBC, WAOK, KACE, KGBC.
- HERE, MY DEAR -– MARVIN GAYE — TAMLA WJPC, KMJQ, OK100, WVON, KDAY, KKTT, WOL, KACE.
- YOU FOOLED ME GREY & HANKS RCA KMJQ, KATZ, WILD, WWIN, WORL, WQMG, WSOK, WYBC.

# SELECTED ALBUM CUTS

HERE, MY DEAR - MARVIN GAYE - TAMLA Everybody Needs Love, Falling In Love Again TOUCHDOWN — BOB JAMES — COLUMBIA Touchdown, Angela, Thank You

AT THE TOP - THE FOUR TOPS - ABC This House, Bits And Pieces

KINSMAN DAZZ -- KINSMAN DAZZ -- 20TH CENTURY Saturday Night, And I Mean

ANACOSTIA — ANACOSTIA — TABU Ain't Nothing To It, Take It Or Leave It

# BLACK RADIO HIGHLIGHTS

WIGO — ATLANTA — CHARLES GREEN, MD — #1 — CHIC
JUMPS: 20 To 14 — L. Williams, 14 To 10 — Whispers, 16 To 8 — E.C. King, 15 To 5 — J. Butler, 13 To 2
— EWF. ADDS: B. Pointer, J. Simon, Brides Of Funkenstein, Pablo Cruise, Peaches & Herb, N. Connors,
J. Brown, T. Thomas, M. Johnson, LP ADDS: G. Washington, Mandrill.

WWIN - BALTIMORE - DON BROOKS PD WWIN — BALTIMORE — DON BROOKS, PD HOTS: P. Bryson, B. Caldwell, C. Lynn, Parliament, G. Chandler, Mother's Finest, E. C. King, J. Simon, Shalamar, C. Brown & Soul Searchers, Tavares, B. Pointer, W. Felder, Sylvester, Cameo, Three Degrees, J. Butler, EWF. Gonzalez, Cerrone, C. Thomas, Hot Chocolate, Brass Construction, Bar-Kays, ADDS: Bee Gees, Starfire, L. Williams, Paradise Express, LP ADDS: Fantastic Four, Grey & Hanks,

WILD — BOSTON — SONNY JOE WHITE, PD — #1 — SHALAMAR
JUMPS: 40 To 36 — V. Burch, 39 To 35 — Beverly & Duane, 38 To 34 — Pockets, 37 To 30 — D. Parton.
35 To 29 — P. Bryson, 36 To 28 — E. Williams, 33 To 27 — T. Thomas, 34 To 26 — J. Simon, 31 To 24 —
Cameo, 30 To 23 — G. Gaynor, 27 To 22 — E.C. King, 26 To 21 — Hot Chocolate, 25 To 20 — Bee Gees,
23 To 18 — Zulema, 24 To 17 — Raes, 22 To 16 — ADC Band, 21 To 15 — Gonzalez, 18 To 14 — Tavares,
T7 To 13 — G. Vannelli, 14 To 4 — G. Chandler, 12 To 3 — M. Moore, ADDS: C. Brown & Soul Searchers,
Four Tops, C. Santana, L. Holloway, McCoo & Davis, Broadway, LP ADDS: D. Hartman, D. Newman,
Voyage, T-Connection, D. Oliver, Grey & Hanks, Fat Larry's Band.

WUFO - BUFFALO - BYRON PITTS, MD HOTS: Pockets, C. Lynn, A. Hudson, Voltage Bros., P. Bryson, Tavares, D. Ross, I. Hayes, V. Reed, Faze-O, Kinsman Dazz, W. Felder, B. Pointer, Sylvester, W. Hutch. ADDS: D. Ross, Kinsman Dazz, W. Felder. B. Pointer, Sylvester, LP ADDS: Lemon, R. Smith, I. Muhammed, C. Corea.

WGIV — CHARLOTTE — LEE MICHAELS, PD
HOTS: Chic, C. Lynn, EWF, B. Caldwell, M. Henderson, P. Bryson, Peaches & Herb, Parliament, L. Ronstadt, Atlantic Starr, Bell & James, Bar-Kays, V. Burch, D.J. Rogers, Third World, G. Chandler, Tavares, M. Moore, D. Hartman, Temptations, Lakeside, Ashford/Simpson, ADDS: Mother's Finest, Four Tops, I. Hayes, C. Brown, Stargard, D. Gray, C. Staton, LP ADDS, Leo's Sunship.

WBMX — CHICAGO — JAMES ALEXANDER, PD
HOTS: Chic, ADC Band, Whispers, Funkadelic, E.C. King, Brides Of Funkenstein, C. Khan, L. Williams, J. Butler, Parliament, ADDS: Hot Chocolate, Seventh Wonder, Goody Goody, Lakeside, P. Hyman, Jeffree, E. Starr, LP ADDS: C. Dupree, Jacksons, A. Bofill, R. Ayers/W. Henderson, Side Effect, Parliament, B. James, Four Tops.

WJPC — CHICAGO — SONDRA ROBERTS, MD — #1 — G. CHANDLER
JUMPS: 33 To 27 — J. Brown, 32 To 26 — Temptations, 31 To 25 — Bar-Kays, 30 To 24 — Kinsman Dazz.
29 To 23 — Four Tops, 27 To 22 — B. Caldwell, 25 To 21 — D. Summer, 13 To 9 — Mother's Finest, 11 To
8 — Whispers, 10 To 7 — Musique, ADDS: W. Felder, Goody Goody, A. Hudson, E.C. King, B. Lyle, D.J.
Rogers, Sylvester, Boppers, LP ADDS: P. Rushen, R. Foster, D. Oliver, M. Gaye.

WVON — CHICAGO — GUY BROADY, MD ADDS: Free Life, C. Brown & Soul Searchers, Bar-Kays, Kinsman Dazz, W. Felder, Cameo, Quartz. LP ADDS: M. Gaye. WCIN - CINCINNATI - BOB LONG, PD

HOTS: Chic, C. Lynn, E.C. King, G. Chandler, L. Rawls, L. Williams, P. Bryson, EWF, P. Hyman, Ashford/Simpson, ADDS: P. Hyman, J. Tex. Pockets, Delegation, Temptations, A. Taylor, LP ADDS: T-Connection. WJMO - CLEVELAND - LYNN TOLLIVER, PD - #1 - CHIC

JUMPS, 42 To 32 — Third World, 41 To 31 — W. Felder, 36 To 28 — J. Simon, 37 To 27 — R. Laws, 33 To 23 — Bar-Kays, 30 To 22 — M. Moore. 28 To 20 — Mandrill, 24 To 18 — Lakeside, 23 To 15 — Tavares, 20 To 14 — Ashford/Simpson. 21 to 6 — P. Bryson. ADDS: O'Jays, B. White, Lattimore, Quartz.

WGPR-FM — DETROIT — GEORGE WHITE, MD — #1 — C. LYNN
JUMPS: 33 To 29 — B. Pointer, 32 to 22 — Four Tops, 31 To 18 — J. Simon, 25 To 16 — Jeffree, 22 To 14
— Peaches & Herb, 18 To 11 — L. Williams, Ex To 35 — Delegation, Ex To 34 — Grey & Hanks, Ex To 33
— Boppers. ADDS: Mother's Finest, Prince, H. Bohannon, Brass Construction. Bar-Kays, G. Washington, J. Scott, Mass Production, Tavares, B. Sigler, Variations, LP ADDS: Stylus, Parliament, Pointer Sisters, R. Stewart.

Pointer Sisters, R. Stewart.

WJLB — DETROIT — TOM COLLINS, PD — #1 — CHIC

JUMPS: 38 To 30 — R. Laws, 35 To 26 — Parliament, 27 To 17 — J. Simon, 23 To 14 — Hot Chocolate, 19

To 11 — Rare Essence, 22 To 13 — J. G. Watson, 15 To 6 — Bell & James, 14 To 7 — EWF, 11 To 5 —

Musique, HB To 40 — Cerrone, HB To 38 — D. Moore, HB To 37 — D. Gray, HB To 36 — Temptations, HB

To 35 — H. Bohannon, HB To 34 — R. Flack, ADDS: J. Tex, Mandrill, V. Burch, Ashford/Simpson, Bee

Gees, Sylvester, Faze-O, Ovation, P. Rushen, P. Bryson, LP ADDS: Chic.

WQMG — GREENSBORO — BIG DADDIE, PD — #1 — CHIC

JUMPS: 27 To 22 — Third World, 25 To 20 — Ashford/Simpson, 26 To 18 — N. Jean, 23 To 16 — Bar-Kays, 29 To 14 — E.C. King, 15 To 11 — Mother's Finest, 22 To 10 — C. Lynn, 20 To 8 — P. Bryson, 13 To 6 — Futures, 17 To 5 — Parliament. ADDS: A. Green, C. Brown & Soul Searchers. LP ADDS: Grey & Hanks & Green

Hanks. A. Green.

WKND — HARTFORD — JAMES JACK, PD — #1 — CHIC

HOTS: D. Summer, Switch, Funkadelic, B. White, G. Chandler, C. Khan, B. Wright, Ashford/Simpson, L.

Williams, D.Ross/M. Jackson. ADDS: C. Lynn, Jeffree. Stargard.

KMJQ — HOUSTON — PAM WELLES, MD — #1 — CHIC

JUMPS: 39 To 35 — Raes, 36 To 33 — T. Thomas, 29 To 15 — Rose Royce, 14 To 6 — B. White, 16 to 5 —

C. Khan, 19 to 4 — Ashford/Simpson, Ex To 7 — Pointer Sisters. ADDS: D. Ross. Sylvester. Three

Degrees, E. Starr, Santana, P. Rushen, G. Washington, W. Felder, G., Diamond, V. Burch, LP ADDS: M.

Gaye, P. Mauriat, Grey & Hanks.

RECOMPLANDADDUS — ROGER HOLLOWAY PD.

WTLC — INDIANAPOLIS — ROGER HOLLOWAY, PD
HOTS: P. Bryson, Chic, EWF, Boppers, A. Hudson, P. Rushen, Sweet Cream, Bell & James, Lakeside, B. Caldwell. ADDS: Trammps, Tavares, P. Hyman, G. Washington, Mandrill, Temptations, D. Hartman, Third World, Seventh Wonder, LTD, W. Felder, LP ADDS: Side Effect, Three Degrees, Four Tops, Fantastic Four, Sting, B. Marley

KPRS — KANSAS CITY — DELL RICE, PD — #1 — R. JAMES KPRS — KANSAS CITY — DELL RICE, PD — #1 — R. JAMES
JUMPS: 40 To 36 — W. Felder, 35 To 31 — Bell & James, 30 To 26 — Pockets, 28 To 24 — P. Bryson, 26
To 22 — G. Chandler, 25 To 21 — Chic, 22 To 18 — A. Jarreau, 21 To 17 — B. Caldwell, 16 To 11 — V.
Burch, Ex To 40 — I. Hayes, Ex To 39 — C. Mayfield, Ex To 37 — Brass Construction. ADDS: Shotgun,
Mason Dixie Band, A. Green, D. Hartman, Parliament, Kool & Gang, Four Tops, GB Experience, R.
Ayers/W. Henderson, Supermax, E. Starr, C. Brown, J. Carr, 10cc, L. Ronstadt.

KACE — LOS ANGELES — ALONZO MILLER, PD LP ADDS: M. Gaye. Le Pamplemousse, Pointer Sisters, T-Connection, E. Harris, A. Green.

KKTT — LOS ANGELES — WALT LOVE, PD — #1 — CHIC JUMPS: 28 To 21 — D. Gray, 19 To 15 — P. Bryson, 18 to 11 — Parliament, 12 To 9 — G.S. Heron. ADDS: Wright Combination, L. Ronstadt. Instant Funk. LP ADDS: Odyssey, Bar-Kays, T-Connection, Special Delivery, M. Gaye. Delegation.

WLOU — LOUISVILLE — NEAL OREA, MD — #1 — PARLIAMENT
JUMPS: 36 To 28 — Delegation, 35 To 26 — G. Knight, 31 To 25 — Brass Construction, 28 To 20 — C.
Mayfield, 25 To 19 — G. Johnson, 24 To 17 — Kinsman Dazz, 26 To 16 — P. Rushen, 27 To 15 — Voltage
Bros., 17 to 11 — Cameo, 15 To 10 — B. Pointer. ADDS: Tavares, Mandrill, Shalamar, Prince Lattimore, J. Brown

WDIA — MEMPHIS — BILL TRAVIS, MD — #1 — C. LYNN
JUMPS: 30 To 24 — Peaches & Herb, 29 To 22 — Shalamar, 27 To 21 — Hot Chocolate, 24 To 20 — Bar-Kays, 25 To 18 — B. Caldwell, 21 To 13 — E.C. King, 22 To 12 — Parliament, 23 To 11 — J. Simon, 16 To 6 — ADC Band, 14 To 5 — P. Bryson, 12 To 4 — G.S. Heron, 11 To 3 — R. Royce, ADDS: Four Tops, Bee Gees, Jeffree, Three Degrees, J. Gilliam, V. Burch, LP ADDS: A. Green, Kinsman Dazz, Brass Construction, P. Bryson, G. Chandler, W. Felder.

WEDR — MIAMI — JOHNNY DOLAN, MD — #1 — FUNKADELIC JUMPS: 10 To 3 — C. Lynn. ADDS: L. Holloway, Brass Construction, Cerrone, Samba Soul, C. Brown, Jeffree, Delegation, A. Green, Instant Funk, D. Pearson, Hot Chocolate, Kool & The Gang, C. Crawford, R. Flack, LP ADDS: Anacostia, Kinsman Dazz, D. Byrd, Mighty Writers, Bar-Kays, T-Connection, J. Simon, P. Bryson.

WVOL — NASHVILLE — DAVID LOMBARD, MD — #1 — CHIC JUMPS: 29 To 23 — G. Chandler, 26 To 22 — Ashford/Simpson, 24 To 20 — Bee Gees, 22 To 18 — O.C. Smith, 18 To 11 — B. Wright, 15 To 10 — P. Bryson. ADDS: 29 — Mother's Finest, Peaches & Herb, Pointer Sisters. LP ADDS: Bell & James, Lakeside, R. Royce.

WWRL - NEW YORK - LINDA HAYNES, MD HOTS: Ashford/Simpson, Bee Gees, Beverly & Duane, Chic, Peaches & Herb, P. Rushen, J. Simon, Tavares, T. Thomas, LTD, Taste Of Honey. ADDS: G. Gaynor, Gary's Gang, L. Holloway, Mandrill, D. Moore, Jeffree, LP ADDS: R. Ayers/Henderson, Cameo, Fantastic Four, W. Felder, Hot Chocolate, G. Moroder, Voyage, D. Oliver.

Moroder, Voyage, D. Oliver.

KDIA — OAKLAND — JERRY BOULDING, PD
HOTS: ADC Band, Bee Gees, V. Burch, J. Butler, B. Caldwell, Cameo, Cerrone, G. Chandler, Chic, Earth, Wind & Fire, ADDS: P. Bryson, Sylvester, LP ADDS: Mandrill, Delegation, T-Connection.

WORL (Studio 13) — ORLANDO — STEVE CRUMBLEY, PD — #1 — CHIC

JUMPS: 40 To 32 — V. Reed, 40 To 31 — Parliament, 34 To 30 — R. Laws, 31 To 23 — Ashford/Simpson, 33 To 22 — C. Staton, 32 To 21 — Peaches & Herb, 37 To 20 — Cameo, 30 To 19 — I. Hayes, 18 To 24 — P. Cruise, 25 To 15 — B. Caldwell, 22 To 14 — J. Simon, 23 To 13 — Tavares, 16 To 12 — B. Pointer, 21 To 7 — Mother's Finest, 13 To 5 — P. Bryson, ADDS: J. Mitchell, C. Brown & Soul Searchers, Kinsman Dazz, Trammps, Taste Of Honey, Mandrill, Faze-O, G. Washington, Finished Touch, Crown Heights, East Bound Expressway, Sylvester, LP ADDS: Anacostia, W. Felder, Kinsman Dazz, Voyage, Grey & Hanks, Delegation, P. Horn, Fantastic Four, Side Effect, Wild Fantasy, Bionic Boogie.

WAMO — PITTSBURGH — EDDIE EDWARDS, MD — #1 — EARTH, WIND & FIRE
JUMPS: Ex To 40 — P. Rushen, Ex To 39 — Cameo, Ex To 38 — Capt, Sky, Ex To 37 — B. Pointer, 40 To 31 — J. Simon, 39 To 24 — G. Chandler, 38 To 23 — Bar-Kays, 26 To 21 — B. Caldwell, 25 To 20 — P. Bryson, 23 To 15 — C. Brown, 17 To 14 — M. Moore, 15 To 11 — Faze-O, 14 To 10 — Slave, 13 To 7 — Parliament, ADDS: Mandrill, Bell & James, Atlantic Starr, Lakeside, D. Moore, Grey & Hanks.

KSOL — SAN FRANCISCO — JJ JEFFRIES, MD — #1 — EARTH, WIND & FIRE
JUMPS: 24 To 19 — Bee Gees, 21 To 17 — Ashford/Simpson, 22 To 16 — P. Bryson, 19 To 14 — Peaches & Herb, 17 To 13 — B. Pointer, 16 To 12 — L. Williams, ADDS: Parliament, Lakeside, Bros. Johnson, Tavares, Third World, LP ADDS: G. Knight, Temps, Kinsman Dazz, Capt, Sky, K. Barnes.

WSOK — SAVANNAH — HARDY JAY LANG, MD — #1 — CHIC

Johnson, Tavares, Third World. LP ADDS: G. Knight, Temps, Kinsman Dazz, Capt. Sky, K. Barnes. WSOK — SAVANNAH — HARDY JAY LANG, MD — #1 — CHIC
JUMPS: 40 To 35 — Parliament, 34 To 29 — D.J. Roger, 29 To 24 — W. Hutch, 27 To 19 — P. Bryson, 23
To 18 — Bros. Johnson, 18 To 9 — Ashford/Simpson, 16 To 7 — Bar-Kays. ADDS: J. Carn, C. Santana, Taste Of Honey, O'Jays. LP ADDS: B. Pointer, Grey & Hanks.

KATZ — St. LOUIS — EARL PERNELL, MD — #1 — B. CALDWELL

JUMPS: HB To Pick — W. Felder, HB To 30 — Fatback Band, HB To 29 — J. Simon, HB To 27 — Lakeside, HB To 26 — P. Rushen, 30 To 25 — D. Moore, 29 To 23 — D. Gray, 12 To 5 — Lattimore. ADDS: Bohannon, J. Butler, B. Pointer, Gonzalez, Bar-Kays, T-Connection, C. Crawford, M. Jackson, Instant Funk, A. Green, Raes, J. Castor, J. Gilliam, Sylvester, H. Mann, Millie Jackson, LP ADDS: L. Williams, Lakeside, Grey & Hanks, T-Connection, Mother's Finest, J. Butler, Jacksons, Gonzalez, P. Bryson, Bell & James, Side Effect.

KKSS — St. LOUIS — WALT SUMMNER. MD

& James, Side Effect.

KKSS — St. LOUIS — WALT SUMMNER, MD

HOTS: G. Chandler, Bee Gees, EWF, D. Hartman, P. Bryson, Sylvester, B. Pointer, Tavares, Third
World. ADDS: Peaches & Herb, P. Rushen, Delegation. LP ADDS: G. Chandler, V. Carter, B. James.

OK100 — WASHINGTON — JOHN MOEN, MD

HOTS: Chic, Lakeside, EWF, C. Brown, G. Chandler, Parliament, C. Lynn. ADDS: R. Laws, Mandrill,
Capt. Sky, G. Diamond, Mother's Finest, Third World. LP ADDS: Four Tops, M. Gaye, Cerrone.

WOL — WASHINGTON — DON MAC, PD — #1 — CHUCK BROWN & THE SOUL SEARCHERS HOTS: Parliament, P. Bryson, G. Chandler, R. Allan, ADDS: L. Williams, Seventh Wonder, Bar-Kays, Marva Hicks, LP ADDS: M. Gaye, Side Effect, A. Bofill.

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# DISCO BRE*a*ks

CHANTERELLE RECORDS — Mushroom Records has organized a custom label, Chanterelle Records, which marks the beginning of Mushroom's move into disco. Shelly Siegel of Mushroom announced the label's intentions last September at the label convention in Arizona. This week brings the announcement of the first artist, Jim Grady, who was signed last week. The label will release during the second week of January seven and 12-inch versions of "Touch Dancing," a track which bears a strong but not overdone resemblance to work by the Bee Gees. A prolific songwriter, Grady is also a talented musician. He handles most of the vocals and instruments on the album which is expected later in the month. "We are a small but growing manufacturer," says Siegel. "Disco is an area of particular interest. I signed Grady because his tape totally knocked me out." Mushroom is expected to an-



nounce other artist signings shortly.

NAMES IN THE NEWS — WNUW-FM in Milwaukee announced last week that the easy listening/MOR automated station will go disco sometime in January. **Bob Moke** is PD and he says the sound will "be homegrown." 107 in Chicago is the closest disco station and its signal is not a dominant factor in the area . . . The disco move to the airwaves is growing each week. The Radio Music Report published in Marietta, Ga. recently added 20 new stations in its disco-radio section . . . Chuck Rush is now handling disco radio promotion for Salsoul. He has been handling retail for Salsoul for the past year . . . Dan Morin at Casablanca in L.A. is now executive

assistant to Marc Simon, vice president of special projects. Cathy Jacobson has returned to her roots in NYC . . . In this week's spotlight is Scott Talarico who is organizing DJs in Ft. Lauderdale to increase interaction between club owners and DJs. Scott spins at Playpen

POOL CUES — Atlantic Records has not serviced the New York pools for the last several years but now at least one pool will be serviced as of Jan. 1. Issy Sanchez, while refusing to

# **REVIEWS**

SILVETTI — Concert From The Stars — Polydor 2310 615 — LP — List: 10.98

Bebu Silvetti from Spain made a name for himself with the romantic concerto "Spring Rain." This import from Peters International is another melodic, romantic comer which would be a good early evening record. "Sun After The Rain" has fine singing, strings, percussion textures and a grabby synthesizer line. The sax solo adds spice. "Sky Lab" is another good take-off point. Slow but crystalline, the synthesizer line turns rapid fire while horns punctuate. "Love Secrets" has whirlwind strings, vigorous changes. Side Two offers more pleasantries: "Velvet Hands" has clipping high hat beat, muscular bass and a good bass synthesizer break with strings flying overhead and horns giving a splash. This track is a natural. "One Note Samba" is more than the sarcastic title. Good vocal scatting helps. 'Concert From The Stars" is a lavish, beautiful production which would make a fine movie score. Produced by Rafael Trabucchelli.

AMANT — Marlin/TK 2227 — LP — List: 7.98

Composer, producer, arranger Ray Martinez says that this first Amant album was influenced by his appreciation of the work of Alec Costandinos. Sticking closer to basics and instilling more Latin rhythms, Martinez delivers a warm progressive LP. Keyboards is Ray's main instrument and the LP has fine piano lines. "If There's Love" at mid 130s BPM features a smooth vocal chorus and a conga and handclap break. Strings provide direction. Jim Burgess handled the mix on the 14:33 track and the flipside of "Hazy Shades Of Love" (13:29) which features a circling bass line lead-in to a conga and cowbell break. Rhythm guitar provides undercurrents. Strings again play an important role. Richard Noriega who sings on both sides is a fine vocalist.

# R*A*DIO

# DISCO **HIGHLIGHTS**

KIIS-FM - LOS ANGELES - SHERMAN COHEN

HOT ROTATION:

Souvenirs — Voyage — Marlin/T.K. Le Freak — Chic — Atlantic Contact — Edwin Starr — 20th Century Y.M.C.A. — Village People — Casablanca Shake Your Groove Thing — Peaches & Herb Ain't That Enough For You — John Davis —

A Little Lovin' (Keeps The Doctor Away) — The Raes — A&M Je Suis Music/Look For Love — Cerrone —

Shoot Me (With Your Love) - Tasha Thomas

Got To Be Real — Cheryl Lynn — Columbia

That We Found Love — Third World l Will Survive — Gloria Gaynor — Polydor

WBOS - BOSTON - JANE DUNKLEE HOT ROTATION:

I Will Survive — Gloria Gaynor — Polydor Shake Your Groove Thing — Peaches & Herb — Polydor Contact — Edwin Starr — 20th Century Le Freak — Chic — Atlantic A Little Lovin' (Keeps The Doctor Away) — The Raes — A&M One Nation Under A Groove — Funkadelic — Warner Bros

Warner Bros.
Take That To The Bank — Shalamar — Solar

Get Down — Gene Chandler — 20th Century Haven't Stopped Dancin' Yet — Gonzalez — Capitol Count Down/This Is It — Dan Hartman — Blue

HIT BOUND. HIT BOUND:
Keep On Dancin' — Gary's Gang — Sam
Superman — Herbie Mann — Atlantic
Spank — Jimmy Bo Horne — T.K.
Boogie Town — FLD — Fantasy
All You Need Is The Music — Neil Sedaka —

WKTU-FM - NEW YORK - MATTHEW CLENOTT

HOT ROTATION:

Got To Be Real — Cheryl Lynn — Columbia Le Freak — Chic — Atlantic Y.M.C.A. — Village People — Casablanca MacArthur Park — Donna Summer — You Stepped Into My Life — Melba Moore —

Now That We Found Love — Third World — I'm Every Woman -- Chaka Khan -- Warner

Shake Your Groove Thing — Peaches & Herb — Polydor

I Will Survive — Gloria Gaynor — Polydor
Shoot Me With Your Love — Tasha Thomas —

Atlantic

HIT BOUND:

Keep On Dancin' — Gary's Gang — Sam

# **TOP 30**

Weeks

8

4

4

3

7

6

1

_						
			eeks On			We
	12/3	23 (			12/	23 C
1	<b>CONTACT</b> EDWIN STARR (20th Century — 12")	3	7	16	DOIN' THE BEST THAT I CAN★	
2	FLY AWAY (ALL CUTS) VOYAGE (Marlin/TK)	7	4		(West End 12" Remix)	12
3	SHAKE YOUR GROOVE THING				BABY I'M BURNIN'★ DOLLY PARTON (RCA — 12")	_
4	PEACHES & HERB (Polydor — 12")  I WILL SURVIVE★	2	9	18	IF THERE'S LOVE★ AMANT (TK — 12")	18
	GLORIA GAYNOR (Polydor — 12")  LE FREAK★	16	6	19	DANCE★ PARADISE EXPRESS (Fantasy — 12")	24
	CHIC (Atlantic — 12")	1	10	20	BRING ON THE BOYS/BABY YOU AIN'T	
6	A LITTLE LOVIN' (KEEPS THE DOCTOR AWAY) THE RAES (A&M — LP)	4	10		NOTHING WITHOUT ME★ KAREN YOUNG (Westend — 12")	21
7	CERRONE IV			21	COUNTDOWN/THIS IS IT DAN HARTMAN (Blue Sky — 12")	23
8	CERRONE (Cotillion — LP)  Y.M.C.A.★	5	9	22	LET THE MUSIC PLAY ARPEGGIO (Polydor — LP)	27
	VILLAGE PEOPLE (Casabianca — 12" Remix)	6	4	23	BLAME IT ON THE BOOGIE*	
9	SHOOT ME WITH YOUR	9	7	24	JACKSONS — (Epic 12")  GOT TO BE REAL★	25
n	TASHA THOMAS (Atlantic — 12")  MY CLAIM TO FAME/TRUE	9	1		CHERYL LYNN (Columbia — LP/12")	26
	LOVE IS MY DESTINY JAMES WELLS (AVI — LP)	8	10	25	YOU STEPPED INTO MY LIFE★ MELBA MOORE (Epic 12")	15
1	CHAINS/CREAM ALWAYS RISES BIONIC BOOGIE (Põlydor — LP)	11	8	26	KEEP ON DANCIN'★ GARY'S GANG (SAM/Columbia — 12")	
2	HOLD YOUR HORSES★ FIRST CHOICE (Salsoul — 12")	13	7	27	I LOVE THE NIGHT LIFE (DISCO ROUND)	
3	FEED THE FLAME/I'M LEARNING TO DANCE ALL			28	ÀLICIA BRIOGES (Polydor — 12")  NEW DIMENSIONS	19
	OVER AGAIN LORRAINE JOHNSON (Prelude — LP)	14	6		THREE DEGREES (Ariola — LP)  SINNER MAN★	22
4	MAC ARTHUR PARK SUITE DONNA SUMMER (Casablanca — LP)		10		SARA DASH (Kirshner — LP/12")	28
5	TENDER IS THE NIGHT			30	DANCIN' YET	
	THP ORCHESTRA (Butterfly — LP)	17	5		GONZALEZ (Capítol — 12" Remix)	_

Compiled from audience response as reported from top Disco programming artists.

★12" available for sale

1

P	ROGR AMMERS	PICKS-
	MUST SPIN	CAN'T MISS
George Cadenas	I WIII Survive	Keep On Dancin'
Key West	Gloria Gaynor — Polydor	Gary's Gang — SAM/CBS
<b>Al Paez</b>	This Is The House	<b>Love &amp; Desire</b>
New Orleans	Pattie Brooks — Casablanca	Arpeggio — Polydor
<b>Frank Lembo</b> Philadelphia	You Fooled Me Grey & Hanks — RCA	<b>Keep On Dancin'</b> Gary's Gang — SAM/CBS
Preston Powell Washington, D.C.	<b>Dancin'</b> Grey & Hanks — RCA	<b>Keep On Dancin'</b> Gary's Gang — SAM/CBS
<b>Michael Newman</b> Omaha	<b>Black Sun</b> Black Sun — Buddah	<b>Keep On Dancin'</b> Gary's Gang — SAM/CBS
Marty Ross	<b>I Will Survive</b>	<b>Kiss Me Again</b>
Detroit	Gloria Gaynor — Polydor	Dinosaur — Warner Bros.
<b>Tim Rivers</b>	<b>Love &amp; Desire</b>	<b>Soul Bones</b>
San Francisco	Arpeggio — Polydor	Trammps — Atlantic
<b>Bacho Manquel</b>	I've Got My Mind Made Up	<b>Abdullahs Wedding</b>
New York	Instant Funk — Salsoul	Ali Baba Band — CBS
<b>Bob Anderson</b>	<b>Keep On Dancin'</b>	<b>Evolution</b>
Washington, D.C.	Gary's Gang — SAM/CBS	Giorgio — Casablanca
Peter Lewicki	Fly Me On The Wings Of Love	<b>Hallelujah 2000</b>
Chicago	Celi Bee — APA/TK	Long/Adcock — Casablanca
<b>Manny Slali</b>	<b>I Will Survive</b>	<b>Hallelujah 2000</b>
Los Angeles	Gloria Gaynor — Polydor	Long/Adcock — Casablanca
<b>Roy Thode</b>	Concert From The Stars	<b>Burning Fire</b>
New York	Silvetti — Polydor	Blaze Johnson — Channel
Chuck Parsons	<b>I Will Survive</b>	<b>Lemon</b>
Baltimore	Gloria Gaynor — Polydor	Lemon — Prelude

Do Ya Think I'm Sexy

Keith Barrow - CBS

Turn Me Up

Rod Stewart — Warner Bros.

- SAM/CBS

Keep On Dancin'

Do Ya Think I'm Sexy

Rod Stewart - Warner Bros.

Gary's Gang -

Jerry Johnson

Frank Sesito

Philadelphia

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Las Vegas
Houston

New Orleans
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Philadelphia
Phoenix
Pittsburgh
San Francisco
Seattle
Montreal
Portland
\*Sites may be added

The company is now reviewing and inviting further presentation of unreleased discorecordings from which will be selected the official qualifying music to be required throughout the contest,

Local and regional judges will be chosen from leading dance studios and theatrical dance organizations throughout the country.

Work is underway to finalize the choreographic guidelines for this premier contest in the cance.

Other particulars are available upon request from any qualified parties.

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# INTERNATIONAL

# Van Egmond Seeks More U.S. Awareness Of Aussie Market

# by Dale Kawashima

LOS ANGELES — Gary Van Egmond, a concert promoter based in Australia, has recently completed his most successful year to date, booking such tours in Australia and New Zealand as Bette Midler, Billy Joel, Foreigner and Dr. Hook. In addition, he was named promoter of the year last month at the Australian Music Expo Awards.

Despite the success he has enjoyed bringing these American and British acts to Australia, Van Egmond feels that the potential of his country's concert market has not been fully tapped. Also, Van Egmond said he and other Australian promoters must make managers of American acts more aware of the extensive profits to be reaped by U.S. bands who embark on tours in Australia and New Zealand.

"Some managers of American bands who haven't been to Australia don't realize how big the Australian market really is," asserted Van Egmond. "Australia is the third biggest concert market in the world, behind only America and Japan. We have an amazing market there, considering Australia has a population of only 13½ million people.

"I think that a group that tours Australia can make more money per show than if they toured Europe, because the tax rate is usually higher there, and the venues might be smaller," added Egmond. "In Australia these attractions will not only earn a more substantial profit but will greatly boost their album sales. For example, before Dr. Hook toured Australia, the group had only sold 35,000 albums there. Now the band, after two tours, has sold more than 300,000 LPs."

Van Egmond discussed his career amidst the Australian concert scene during his recent visit to the U.S. to finalize next year's concert bookings with managers and labels here. Van Egmond, 40, is an 18-year veteran of the Australian music scene, having begun in 1960 as a booking agent for a jazz-oriented restaurant lounge.

# Started As Jazz Promoter

"I started working for a company that had a jazz room in a restaurant, and we used to bring over established jazz artists from America to play in Australia," recalled Van Egmond. "It was an enjoyable experience, because we booked such classic performers as Oscar Peterson, Ella Fitzgerald and Benny Carter."

Through working at the jazz room, Van Egmond met a New Zealand promoter named Harry Miller, who asked him to join his new Australian concert production company that he was forming. Van Egmond opened the firm's Melbourne office, and was responsible for bringing such top British bands of the '60s as the Rolling Stones and the Who to Australia.

After a lengthy stint with Miller's company, Van Egmond formed his own concert booking firm in 1974. Successfully launching his new endeavor with a tour by the Bee Gees, Van Egmond's company now produces up to six major tours a year, plus an assortment of plays and arena-size ice shows.

# Competitive Concert Market

Van Egmond explained that the concert market in Australia is extremely competitive, and there are only a few concert promoters who have the power and revenue to produce the top selling American and British attractions in his country.

"There are really only three promoters in Australia who book the major overseas rock acts," said Van Egmond. "The three of us share the concert market, and we're the only ones to book the acts we'll be promoting in Australia.

'There are a number of key differences between concert promoting in Australia and the U.S.," added Van Egmond. "Unlike in America, where promoters usually stick to producing shows in their home city or region, Australian promoters cover every key city in Australia and New Zealand. We'll book the entire Australian tour for an act, which usually lasts about four weeks for a major tour and often includes New Zealand. Virtually all of the top concert attractions play Melbourne, Sydney, Brisbane, Adelaide, and other capitol cities in Australia. We'll also have them tour Auckland and Christchurch in New Zealand. When overseas attractions come to Australia and New Zealand to perform, the general policy is to sign them to a single, complete tour package.

# Aussie, U.S. Tastes Similar

According to Van Egmond, Australian and American musical tastes are quite similar. The Australian music industry closely follows the U.S. pop charts, and radio stations there program many of the same American hits. In addition, Van Eg-

continued on page C-38)



KATE BUSH IN AMSTERDAM — EMI International artist Kate Bush recently visited Amsterdam to promote her new album, "Lion Heart." Pictured (I-r) at a reception held for Bush are: Bob Roper, Capitol Canada promotion director; Doug Pringle, Pringle Program; Kate Bush; Connie Sutterlin, EMI-U.K. media representative; Deane Cameron, director of A&R, Capitol Canada; Johnny "D" and Graeme Fletcher of EMI International, U.K.



COOPER AND TAUPIN VISIT ENGLAND — Alice Cooper and Bernie Taupin recently attended a special luncheon thrown by WEA UK's promotion department in London. Cooper and Taupin were in town to promote Cooper's new single, "How You Gonna See Me Now," and album, "From the Inside." Taupin contributed lyrics to the single and all of the album tracks. Pictured (I-r) in the back row are: Bill Fowler, WEA UK director of promotions; Mike Appleton, BBC TV producer of "The Old Grey Whistle Test"; Bernie Andrews, BBC Radio One producer; Nicky Horne, Capital Radio disc jockey; Annie Nightingale, presenter, "Old Grey Whistle Test"; Andy Peebles, Radio One disc jockey; Aiden Day, program controller, Capital Radio; Jeff Griffin, Radio One producer. Pictured (I-r) in front row are: Taupin; Cooper; Cheryl Cooper; and Richard Swainson, assistant program controller, Radio Luxembourg.

# JPRA Backs Existing Price Control System, Files Petition

# by Fumiyo Tachibana

TOKYO — The Japan Phonograph Record Association has submitted a petition to the fair-trade committee of the Japanese government, requesting that the government continue its retail price maintenance system for the Japanese record industry.

Approximately two months ago, the governmental committee had expressed the intention to abolish the existing retail price maintenance system, which surprised both record retailers and manufacturers here.

Quickly following the committee's announcement, the JPRA decided to reaffirm its endorsement of the retail price maintenance system and to develop a strong movement to assure that the present system would not be abolished. After a series of meetings, the following petition was drafted:

1. Records are cultural materials that are indispensable to the development of cultural life in the nation. For this purpose, the record companies in this country have been manufacturing and supplying excellent and a diverse variety of records which feature constant prices that are suitable for consumers. These manufacturing and retail systems have been made possible by the present retail price maintenance system. Thus, the existing system is the most beneficial for consumers.

2. Due to the retail price maintenance system, the competition among record manufacturers and retailers has been very severe in the areas of market strategies, manufacturing, pricing and distributing in this country. This fierce competition on several levels has been advantageous to consumers, because it has kept prices down.

3. The quality of both record and tapes in this country have been kept at the highest level in the world, with labels possessing abundant repertoires. Besides this, the consumers in this country have been able to purchase any records they want with the

same price and at the same time throughout the country. These benefits to the consumer have been made possible by the retail price maintenance system.

# LRB Plays With Orchestra For 3 Australian Dates

ADELAIDE, Australia — Australia's sixmember Little River Band performed three concerts this month with the Adelaide Symphony Orchestra, directed by David Measham, at the approximately 4,000-seat Festival Theater in this South Australian city.

The concerts, featuring joint LRB/Symphony Orchestra performances of nine LRB selections including "It's A Long Way There," "Statue Of Liberty," "Help Is On Its Way," "Reminiscing" and "Shut Down Turn Off," were filmed for possible television use in Australia, and recorded for possible inclusion on a future LRB live album.

# Months Of Preparation

Groundwork for the Festival Theater concerts was laid several months ago, when Measham, who has worked with the London Symphony Orchestra (the stage production of "Tommy"), Neil Young and Rick Wakeman, approached LRB members with the idea. LRB agreed and provided Measham with lead sheets to the nine LRB songs, and during the following months Measham scored arrangements for his Symphony Orchestra.

Following the success of the LRB/Adelaide Symphony Orchestra performance, Measham plans next year to repeat the performance in Britain with LRB and the London Symphony Orchestra.

# New LP

The Little River Band's current album is "Sleeper Catcher," which contains the group's new single, "Lady."



Meat Loaf

Jim Steinman

Thank you CBS Records International for making Meat Loaf (and the songs of Jim Steinman) the #1 Male Vocalist (Albums) around the world in 1978.



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# **INTERNATIONAL**

# **Devaluation Of Canada Dollar** Affects Country's Music Ind.

# by Kirk LaPointe

TORONTO - Americans may be complaining about the devaluation of their dollar but Canada's financial difficulties are even more extreme. The Canadian dollar has steadily been falling on international money markets throughout 1978, and the impact is being felt strongly in the music industry

Until two years ago, the Canadian dollar traded at higher levels than the American dollar. The Canadian dollar was worth anywhere from \$1.05 to \$1.15 in U.S. currency. Inflation and government spending have caused the dollar to plummet in recent months to the lowest it has been in 30 years. In December, the Canadian dollar was trading at 80 to 85 cents in American money. Add that to the American problem, where the U.S. dollar is devalued internationally, and it can be seen that Canadian currency is in unsatisfactory shape on world money markets.

Thus, the balance of payments between Canada and the U.S., which is already showing a deficit on the Canadian side of the ledger, have been further widened this year. And as a result of Canada's financial situation, concert promoters, record importers and some merchandisers are feeling the pinch.

A spokesman for one record company said, "It's almost not even worthwhile to release some licensed product. There's just no way we can ever hope to show a

# Profit Margin Cut

Concert Productions International, this country's largest concert promoters, says its profit margin is being cut into by the shrinking dollar value. Mike Cohl, president of the firm, said. "Almost every act demands payment in U.S. funds. For us, that means anywhere from 15 to 20 percent more for our talent package on the show. If the situation continues, ticket prices will reflect the dollar value in this country. We'll be forced to jack up prices.

P.J. Imports, a record import-export operation, buys most of its product from the British Isles. They've been largely unaffected directly by the dollar failures. But they admit that any importer is at the whim of international monetary fluctuations. "We'll really worry when the British pound starts increasing in value," said Wolfgang Spegg of the company.

Ross Reynolds, executive vice president of WEA Music Canada, explained the problems of the fluctuating dollar value. "Most record companies are forced to pay their parent companies in American currency. At one time, this was of benefit to us. We really had an advantage, in that we could really pocket five or ten percent of

licensed product sales. Now, it's almost as if we're being taxed for everything we sell. Naturally, consumers can't afford even more price hikes, so we couldn't pass on the expense to them.

# **CRIA Report**

A recent Canadian Recording Industry Association report indicated that Canadian record sales abroad were helping to alleviate the heightened trade deficit. "The success of artists abroad this year has really just kept us even," observed one CRIA executive. "We need the dollar to shape up. Otherwise, our dependency on American industry is going to get worse.

There has been one good side to the Canadian dollar woes. Recent industry reports show an increase in export sales. "That," says Ross Reynolds, "is a hollow

# Murray Heads '79 'Save The Children Fund'

LOS ANGELES — Capitol recording artist Anne Murray has accepted the position of Canada's national chairperson of Save The Children Fund activities in 1979. The Canadian Save The Children Fund is a voluntary, non-governmental organization which raises more than \$4 million annually to aid children in more than 30 countries, including Canada.



**BOWIE TOURS NEW ZEALAND** — During his recent concert tour in New Zealand. RCA International artist David Bowie (r) was honored by the label's New Zealand branch for his steady album sales over the years in that country. Bowie received a plaque which represented the 10 gold and four platinum LPs he has achieved in New Zealand. The presentation was made in Christchurch. Also pictured is David Moule, RCA-New Zealand promotions manager. Bowie's most recent album is called "Stage," a two-record set.



CBS GERMANY FETES SANTANA — Following the group's performance at the Festhalle in Frankfurt CBS Records Germany feted Santana and its management at the Frankfurt Union Club, where Santana managers Ray Etzler and Bill Graham and promoter Fritz Rau were presented with gold records for Santana's double LP "Moonflower" and platinum records for the "Santana's Greatest Hits" album. Pictured (I-r) at the awards presentation are: Bill Graham; Rudolf Wolpert, managing director, CBS Germany; Raul Rekow; Carlos "Devadip" Santana; Graham Lear; David Margen; Fritz Rau and Ray Etzler.

# INTERNATIONAL DATELINE

LONDON - Britain's Houses Of Parliament were invaded this week by the music business. For the first time ever, a record company reception was held there by Pye Records in conjunction with WEA to celebrate the current successful U.K. tour of Parliament/Funkadelic. Sponsored by House Of Commons M.P. Victor Goodhew and hosted by Pye/WEA, the band were congratulated by government officials in a Parliament chamber.

Dolphin Taylor has quit the Tom Robinson Band. Taylor's last appearance with TRB was the Amnesty International rally in Hyde Park. His reason for leaving is his general dissatisfaction with TRB's new musical direction. Taylor now intends to concentrate on songwriting and session work for the time being.

EMI Music Publishing Ltd. has changed its name to EMI Songs along with a revamped logo . . . Mrs. Lilo Bornemann, general manager of EMI Music Publishing's German subsidiary, Francis Day & Hunter, died last week in Hamburg.

Magnet Records recently signed a new band, the Brakes, to a five-year, worldwide recording and publishing contract . . . Joan Armatrading, currently trying to get out of her A&M recording contract, has had an interim injunction issued against her, restraining her from recording for any other label except A&M until further order of the

EMI Records, International Division, is currently excited over the results in the leading Dutch music magazine, "Hitkrant," readers poll awards. EMI artist Olivia Newton-John won the Female Vocalist of INTERNATIONAL BESTSELLERS

the Year award; Kate Bush, runner-up for Female Vocalist; Queen, Best Group; 'Bicycle Race," Best Single; Most Promising Female Artist, Kate Bush; and Most Promising Group, The Shirts.

Motown is set to release the first Marvin Gaye studio album since "I Want You" was released here two and a half years ago. Entitled "Here, My Dear," it is a double album scheduled for release Jan. 5. David Short, formerly marketing production manager at Bronze Records, has joined Ariola Records as label manager . . . Stephane Grappelli celebrated his 70th birthday Dec. 12 onstage at London's Royal Albert Hall during a performance. nick underwood

# Canada

TORONTO — One major distributor in this country has halted orders on Queen's "Jazz" album, because of what it calls "of-fensive liner material." The reference is to the inserted poster. WEA has had little to say about the matter as of yet. One major franchise chain was reportedly selling the disc and the poster separately, after receiving "a handful" of complaints, WEA said. Obscene or not obscene, the band filled Maple Leaf Gardens twice during early December

Infinity Records Canada hosted its inaugural gathering in Toronto recently. Officials with the firm say they hope to develop an active Canadian A&R department by mid-1979 . . . Evelyn "Champagne" King was in town recently to tape the CTV program, "Downright Disco." She said that she has already finished part of her forthcoming album, and hopes to have it on

(continued on page C-38)

# **Argentina**

- You're The One J. Travolta & O. Newton-John RSO

- You're The One J. Travolta & O. Newton-John RSO
  Por TI Sergio Davis Philips
  A TI (A tol) Joe Dassin CBS
  Te Extrano Rolling Stones EMI
  Shadow DancIng Andy Gibb RSO
  Rasputln Boney M RCA
  Para Vivir Un Gran Amor Cacho Castana Microfon
  Stayin' Alive Bee Gees RSO
  Elia Vencera Bilbo Music Hall
  Ballad For Adelyne Richard Clayderman Tonidisc
- TOP TEN LPs

- PTEN LPs

  Pyramid Alan Parsons Project Arista-EMI
  Emoclones Julio Iglesias CBS
  Saturday Night Fever Soundtrack RSO
  Musica Con Todo Selection RCA
  Raffaella Raffaella Carra Epic
  Los Exitos Del Amor (Vol. 5) Selection Microfon
  En Tu Piel Los MH Positivos Selection Music Hall
  Grease Soundtrack RSO
  Bubble Star Laurent Voulzy RCA
  En Castellano Raffaella Carra Epic Prensario

# **Great Britain**

- IP TEN 45s

  Mary's Boy Child Boney M Atlantic/Hansa
  Y.M.C.A. Village People Mercury
  Do Ya Think I'm Sexy? Rod Stewart Riva
  A Taste Of Aggro Barron Knights Epic
  Too Much Heaven Bee Gees RSO
  I Lost My Heart To A Starship Trooper Sarah Brightman/Hot
  Gossip Ariola/Hansa
- Ariola/Hansa
- Le Freak Chic Atlantic
  You Don't Bring Me Flowers B. Streisand & N. Diamond CBS
  Always And Forever/Mind Blowing Decisions Heatwave —
- 10 Hanging On The Telephone Blondie Chrysalis TOP TEN LPs

- PTEN LPs
  Grease Soundtrack RSO
  Singles 1974-78 Carpenters A&M
  Blondes Have More Fun Rod Stewart Riva
  20 Golden Greats Neil Diamond MCA
  Midnight Hustle Various K-Tel
  Night Flight To Venus Boney M Atlantic/Hansa
  Jazz Queen EMI
  Amazing Darts Darts K-Tel
  Lion Heart Kate Bush EMI
  Emotions Various K-Tel

# - BMRB

# **New Zealand**

- TOPTEN 45s

  1 Dreadlock Hollday 10cc Polygram

  2 Substitute Clout EMI

  3 Klss You All Over Exile EMI

  4 Rasputin Boney M WEA

  5 I Was Made For Dancing Leif Garrett WEA

  6 MacArthur Park Donna Summer Polygram

  7 Hot Child In The City Nick Gilder Fest

  8 You Needed Me Anne Murray EMI

  9 Get Off Foxy CBS

  10 Lay Love On You Luisa Fernandez WEA

- TOP TEN LPs

  1 Stage David Bowie RCA

  2 Grease Soundtrack Polygram

  3 Blondes Have More Fun Rod Stewart WEA

  4 Bloody Tourists 10cc Polygram

  5 Dire Straits Dire Straits Polygram

  6 Lion Heart Kate Bush EMI

  7 52nd Street Billy Joel CBS

  8 Night Flight To Venus Boney M WEA

  9 Bat Out Of Hell Meat Loaf CBS

  10 The Story of Star Wars Soundtrack Fest

- Record Publications

# Crystal Globe Award Number Seven. Presented to Neil Diamond.



Congratulations to Neil Diamond, recipient of the most prestigious and exclusive music award in the world.

Crystal Globe Awards are presented for album sales in excess of five million units, outside the United States.

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# **INTERNATIONA**



RCA ITALY'S ZERO VISITS NEW YORK — Renato Zero, a top rock artist for RCA Records, Italy, was in New York recently for meetings with RCA Records International executives and to experience the Big Apple for the first time. Pictured (I-r) are: Jorge Pino, manager, international product development; Susan Duncan-Smith, artist promotion manager, international marketing, Italy, Arthur Martinez, division vice president, international; Zero; Kelli Ross, division vice president, international creative affairs; and RCA Records president Robert Summer.

# Van Egmond Seeks More U.S. Awareness Of Aussie Market

mond noted that musical tastes between each city in Australia are also similar. There is usually only one rock station in each city. and all of these stations generally follow suit in what they play.

"The rock stations are basically programmed by the same people, so they all use the same formats," stated Van Eg-"Very seldom do you get a hit in



P.R.O. CANADA HITS 10,000 - The Montreal branch of the Performing Rights Organization of Canada Limited recently signed Michael Fira (I) of Lachine, Quebec. as an affiliated songwriter. Fira's name brought to 10,000 the number of Canadian writers, composers and music publishers who have chosen affiliation with Canada's largest performing rights organization. Also pictured is Diane Pinet of P.R.O.'s Montreal office

Brisbane that's not a hit in Sydney. Normally, it's on a national basis. Thus, a recording attraction which is popular in one Australian city will usually be popular in every city

"The main outlet for exposing acts in Australia is a nationally televised program called 'Countdown,' which is in Melbourne. Every Sunday night at 6:00 there are about 150 stations which air the program, which is watched by three-and-a-half million people each week. That program is so important for an artist that acts on tour in Australia often book their tours around that show.

# Overseas Awareness Improving

Although Van Egmond had earlier stated that he and the other Australian promoters still have to make American managers more aware of his country's concert market potential, he acknowledged that the situation has improved considerably in recent years, and he expects for it to continue to improve.

'It used to be very difficult to get acts to tour Australia, but it has gotten easier," said Van Egmond. "Many bands will now tour Australia after its tour of Japan. Still, we remain in the process of making (the U.S. music industry) more aware of the profitable Australian concert market. The more we continue to do so, the greater the benefits for both the Australian concert scene and the overseas artists who play

# INTERNATIONAL DATELINE

(continued from page C-36)

the streets by February . . . Pat Travers. in town to open for the Outlaws, says his next effort will likely be a live album.

Chilliwack and Gerry Doucette are going to have an exceptionally busy New Year's Eve. They'll both be playing two shows in separate cities (believe it or not). Brimstone Productions of Calgary has chartered an airplane, in order that the two acts can play both Edmonton and Calgary (no mere stone's throw apart). The bands will fly to Calgary immediately (and I mean immediately) after the Edmonton date. Stay tuned for the results. kirk lapointe

# **Argentina**

BUENOS AIRES - Roberto Lopez, formerly manager of EMI in Chile, was recently appointed in the Mexican branch of the company. Lopez has been replaced in Santiago by David Stockley.

Two Brazilian artists have had successful dates in Buenos Aires, at the Bauen Hotel and the Coliseo Theater: chantress Gal Costa, who returned to this city for her second series of performances in a few weeks, and Gilberto Gil, one of the biggest "Tropicalia music" names in Brazil. Costa's shows had Brazilian Phonogram topper Coelho Ribeiro and local general manager John Lear in the audience, while Sicamericana, who represents WEA in this market, released an album by Gil at the Montreux Jazz Festival as part of the promo campaign.

RCA is working hard on the Barbara & Dick recording of "Me lo Dijo Una Gaviota," which looks like a potential hit in this market. The local duet is traveling this week to Spain for radio and TV appearances in Madrid and other cities.

TK awarded a gold record to its act Chebere, in the city of Cordoba. The group has already recorded three albums for the label; the latest is tagged "Rompamos el

Italian chantress Raffaella Carra is expected to return to Buenos Aires next February, due to the success of her recent tour of this country. CBS has been running Sunday evening reruns of her video recordings in Spain and Italy, on Channel 11, with good results. miguel smirnoff

# Australia

SYDNEY - The Kevin Borich Express, which has just returned from a successful American concert tour, has released a new single in Australia. Mercury Records, Borich's new label, has released "No Turning Back" and "Can't Wait." Both songs are Borich originals, and were recorded at Cherokee Studios in Los Angeles by Jim Taylor and Ross Salomone.

Reactions to the Borich tour up on the group's return was encouraging. Encores were called in Detroit and Kansas City, and the band received three encores at its first headline gig on the Kalamazoo campus. The band has just signed with Karma Records for Germany and its "The Lonely One" LP will be released there in March. Borich and group will tour there as part of a 1979 world tour.

Rose Tatto is expected to be off the road for several weeks following singer Angry Anderson's mild heart attack. Anderson, who complained of severe chest pains after a concert, was ordered to stop work.

Festival Records has released a special album of Richard Clapton hits. The album, "Past Hits and Previews," contains such hits as "Girls on the Avenue," "Deep Water" and "Goodbye Tiger." peter blunden



LRB RECEIVES AUSTRALIAN PLATINUM — Little River Band was recently presented with double platinum awards in Adelaide, Australia after the first of its three concerts with the Adelaide Symphony Orchestra. The group's concert was attended by South Australian Premier Don Dunstan, who congratulated LRB after the show. Pictured in the foreground (I-r) are: LRB members Graham Goble and Derek Pellicci; Dunstan; Stephen Shrimpton. managing director of EMI Records, Australia; and Rupert Perry, vice president of A&R for Capitol Records, USA. In the back row (I-r) are: Don Zimmermann, president and Chief operating officer, Capitol Records, USA; and LRB members George McArdle, Beeb Birtles, Glenn Shorrock and David Briggs.

# Australia

# **TOP TEN 45s**

PTEN 45s
Rasputin — Boney M — Atlantic
Kiss You All Over — Exile — RAK
You Needed Me — Anne Murray — Capitol
Three Times A Lady — Commodores — Motown
I Was Made For Dancin' — Leif Garrett — Scotti Brothers
Suntans Of Swing — Dire Straits — Vertigo
Dreadlock Holiday — 10cc — Mercury
Y.M.C.A. — Village People — RCA
MacArthur Park — Donna Summer — Casablanca
How You Gonna See Me Now — Alice Cooper — Warner Bros.

Dire Straits - Dire Straits - Polygram

1 Dire Straits — Dire Straits — Polygram
2 Grease — Soundtrack — Polygram
3 52nd Street — Billy Joel — CBS
4 Bloody Tourists — 10cc — Polygram
5 It's A Long Way There — Little River Band — EM
6 The War Of The Worlds — Jeff Wayne — CBS
7 Living In The U.S.A. — Linda Ronstadt — WEA
8 Blondes Have More Fun — Rod Stewart — WEA
9 Inner Secrets — Santana — CBS
10 Comes A Time — Neil Young — WEA

- Kent Music Report

# INTERNATIONAL BESTSELLERS Canada

# You Don't Bring Me Flowers — N. Diamond & B. Streisand —

CBS

2 MacArthur Park — Donna Summer — Polygram

3 Le Freak — Chic — WEA

4 Too Much Heaven — Bee Gees — Polygram

5 Y.M.C.A. — Village People — Polygram

6 Boogle Oogle Oogle — A Taste Of Honey — Capitol

7 My Life — Billy Joel — CBS

8 I Love The Night Life — Alicia Bridges — Polygram

8 Hot Child In The City — Nick Gilder — Capitol

10 Kiss You Ali Over — Exile — WEA

TOP TEN LPs

1 Grease — Soundtrack — Polygram

2 Bat Out Of Hell — Meat Loaf — CBS

1 Grease — Soundtrack — Polygram
2 Bat Out Of Hell — Meat Loaf — CBS
3 52nd Street — Billy Joel — CBS
4 Jazz — Queen — WEA
5 Wild & Crazy Guy — Steve Martin — WEA
6 Live & More — Donna Summer — Polygram
7 Greatest Hits — Wings — Capitol
8 Greatest Hits (Vol. 2) — Barbra Streisand — CBS
9 Some Girls — Rolling Stones
10 The Cars — Cars — WEA

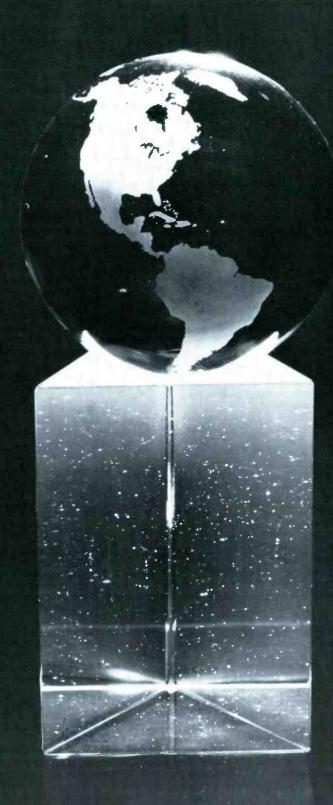
# TOPTEN 45s 1 Sou Rebelde — Lilian — RCA 2 Pertinho De Voce — Elizangela — RCA 3 Automatic Lover — Dee D. Jackson — RGE/Fermata 4 Wuthering Heights — Kate Bush — Odeon 5 Three Times A Lady — Commodores — Top Tape 6 Sossego — Tim Maia — WEA 7 Get Off — Foxy — CBS 8 Sun Is Here — Sun — Odeon 9 Macho Man — Village People — RCA 10 The Closer I Get To You — Roberta Flack — WEA

TOP TEN LPS

PTEN LPS
Roberto Carlos — Roberto Carlos — CBS
Calice — Chico Buarque — Polygram
Dancin' Days — Various — Som Livre
Grease — Soundtrack — Polygram
Alerta Geral — Alcione — Polygram
De Pe No Chao — Beth Carvalho — RCA
Disco Baby (Vol. 2) — As Melindrosas — Copacabana
16 Temas Romanticos De Novelas — Various — K-Tel
Excelsior A Maquina Do Som (Vol. 7) — Various — Som Livre
Todo Menino E Um Rel — Roberto Ribeiro — ODEON

Brazil

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# COIN MACHINE

**PERSONALITY PROFILE** 

# Calamari Debuted Many Firsts 25th Wedding Anniversary In Style **During 41 Years With Bally**

CHICAGO — There are coin machine veterans, and then there are coin machine veterans. For 41 years, Bally Mfg. Corp.'s sales manager Paul Calamari has been a mainstay of the industry.

In 1937, Calamari joined Bally and the coin business at the callow age of 17. The depression compelled him to quit high school and find work to support the family. His uncle and Bally's third original employee, John O'Brien, introduced him to



Paul Calamari

then owner Ray Maloney, and he had a job assembler and solderer on the main production line.

After four months, Calamari was promoted to the drafting department and was put in charge of processing blueprints. In his spare time, he helped the engineers with odd soldering jobs. After two months, chief engineer Wayne Price transferred Calamari to the engineering department, where he assisted in game development of the one ball machine. His five year apprenticeship was disrupted in 1943 for a twoyear term in the military service.

# Pioneered Innovation

Calamari returned to Bally's engineering department, and one year later, he pioneered a major innovation in the coin machine industry. He and Bob Breither, now sales manager of TJM in Elgin, went to Maloney and proposed that Bally initiate the first field service schools. The two recognized the need for this education program when they noted the high volume of customer calls received by Bally's engineering department. They realized that diagrams, that the novel post-war games were unfamiliar to mechanics, and in fact, a new. unschooled generation of mechanics had emerged after the war because many pre-war mechanics had not returned to their old jobs.

Calamari and Breither saw a need and they filled it. The industry's first service school was held in the Pacific Northwest at Dunis Distributing Co., and 90 people attended. Subsequently Calamari offered a service school in every state, including Alaska.

In the late '40s the one-ball peaked and faded, and the '50s brought bingos. Calmari adapted to the change by holding bingo schools, and if it wasn't bingos, it was bowlers. In 1958, he became the first Bally employee to go overseas when he conducted a school at Loewen Automaten in Germany on Trophy Bowler.

When Bob Breither switched to the vending division with its fresh brew coffee machines in 1958, Calamari handled the schools alone. All along his educational efforts overlapped sales and promotion; emphasizing quality service, he sold the

game to the distributors and operators. In July '63 William T. O'Donnell, presently Bally's president, bought Bally from the Maloney family and started the company in the flipper business. He called Calamari in to assist him in sales and sales promotion. In 1965, he appointed Calamari sales manager. He still made field trips, mainly European, to troubleshoot any service problems. Four years later he came inside permanently. He passed the chalk and eraser to Tom Hata, who eventually relinquished it to Bernie Powers.

In 41 years Calmari has been a part of many historical changes. Those that stand out in his mind are the Bally "Bumper" (1937), the first bumper that made electrical contact with a carbon ring to register directly a score; "Citation" (1948), a oneball which introduced multiple coin and feature play; and most recently, solid state circuitry

In that time however, the technological changes are secondary to Calmari compared with the friendships he's made. The business keeps him on his toes, it's forever interesting, and he's built a close relationship with all his distributors. As Calamari emphasizes, "To stay in a business 41 years, it must be enjoyable."

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# **Coin Machine Couple Celebrate Their**

NEW ORLEANS — With 25 guests present signifying each year of their marriage, Mr. and Mrs. Robert E. "Bob" Nims celebrated their silver wedding anniversary at a dinner party Nov. 17, at the Royal Orleans Hotel, here.

Nims, a veteran of 35 years in the coin machine industry, is owner and president of two key New Orleans based firms. One is 21-year-old A.M.A. Distributors, Inc., which is a wholesale and retail dealer of coin operated music, games, vending equipment and home recreation products; the other is Lucky Coin Machine Co., Inc., an operator of coin operated music and amusement machines in the metropolitan New Orleans area for almost 30 years.

Mrs. Nims, better known in the industry as "Jerry," has worked closely with her husband since their marriage. She is in charge of all inside office functions for the five Lucky Coin routes and is her husband's



Jerry and Bob Nims

constant companion at all local and national industry activities. He has been a member of the AMOA board of directors since 1964.

Nims is also actively involved in the NAMA, as well as several local business, fraternal and church groups.

# 1979 State Association Calendar

Jan. 19-21: Music Operators of Minnesota; annual conv. & trade show; Holiday Inn Central, Minneapolis.

19-21; Oregon Amusement & Music Operators Assn.; annual conv.; Valley River Inn, Eugene

Feb. 2-4; South Carolina Coin Operators Assn.: annual conv.: Carolina Inn. Columbia.

Mar. 29-Apr. 1; Florida Amusement

trade show; Orlando Marriott Inn,

May 11-12; Ohio Music & Amusement Assn.; annual conv.; Columbus Hilton Inn. Columbus

May 25-27; Music & Amusement Assn., Inc.; annual conv.; Stevensville Country Club, Swan Lake, N.Y

June 7-9; Music Operators of Texas; annual conv.: Marriott Motor Inn. Austin

# THE JUKE BOX PROGRAMMER

# TOP NEW POP SINGLES

- SHATTERED ROLLING STONES (Rolling Stones/Atlantic RS 19310)
- SOUL MAN BLUES BROTHERS (Atlantic A-36122)
- DO YA THINK I'M SEXY ROD STEWART (Warner Bros. WBS 8724) BLUE MORNING, BLUE DAY FOREIGNER (Atlantic 3543)
- SOMEWHERE IN THE NIGHT BARRY MANILOW (Arista AS 0382)
- I DON'T WANNA LOSE DARYL HALL & JOHN OATES (RCA JH 11424)
- NO TELL LOVER CHICAGO (Columbia 3-10879)
- DANCIN' SHOES NIGEL OLSON (Bang B-740)
- EASY DRIVER KENNY LOGGINS (Columbia 3-10866)
- EVERY TIME I THINK OF YOU BABYS (Chrysalis CHS 2279)

# OP NEW COUNTRY SINGLES

- EVERY WHICH WAY BUT LOOSE EDDIE RABBITT (Elektra E-45554
- BACK ON MY MIND AGAIN/SANTA BARBARA RONNIE MILSAP
- COME ON IN OAK RIDGE BOYS (ABC AB 12434)

  MABELLENE GEORGE JONES/JOHNNY PAYCHECK (Epic 8-50647)
- HAPPY TOGETHER T.G. SHEPPARD (Warner/Curb WBS-8721)
- TONIGHT SHE'S GONNA LOVE ME RAZZY BAILEY (RCA PB-11446)
- WHISKEY RIVER WILLIE NELSON (Columbia 3-10877)
- I'LL WAKE YOU UP WHEN I GET HOME CHARLIE RICH (Elektra E-45553)
- SAVE THE LAST DANCE FOR ME JERRY LEE LEWIS (Sun SI-1139)
- **EVERLASTING LOVE NARVEL FELTS (ABC 12441)**

# TOP NEW R&B SINGLES

- BUSTIN LOOSE PART 1 CHUCK BROWN & THE SOUL SEARCHERS

- ZEKE THE FREAK ISSAC HAYES (Polydor PD 14527)
  YOU MAKE ME FEEL (MIGHTY REAL) SYLVESTER (Fantasy F-846-A-M) INSANE CAMEO (Chocolate City/Casablanca CC-016)
- LET'S DANCE TOGETHER WILTON FELDER (ABC AB-12433)
- LOVE IS HERE RONNIE LAWS (United Artlsts UA-X1264-4)
- I'LL DANCE BAR-KAYS (Mercury 74039)
- I MIGHT AS WELL FORGET ABOUT LOVING YOU KINSMAN DAZZ (20th-T.C.-2390)
- OH HONEY DELEGATION (Shady Brook SB-1048)
- TO SIR WITH LOVE AL GREEN (HI-H 78522)

# TOP NEW MOR SINGLES

- THE MOMENT IN TIME ENGELBERT HUMPERDINCK (Epic P-50632)
- SOMEWHERE IN THE NIGHT BARRY MANILOW (Arista AS 0382)
- YOU NEED A WOMAN TONIGHT CAPTAIN & TENILLE (A&M 2106)
- MOMENT BY MOMENT YVONNE ELLIMAN (RSO 916)
- LOVE THEME FROM OLIVER'S STORY ANDY WILLIAMS (Columbia 3-10878)

IN REVIEW: Following is a photographic lineup of some of the new amusement machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.



GOTTLIEB 'DRAGON.' Eye-catching graphics, electronic sounds and the exclusive Gottlieb vari-targets add to the appeal of this solid state 4-player pin. (10/28/78).



**GOTTLIEB 'GEMINI.'** A 2-player, electromechanical pinball machine, produced for the markets preferring this type of unit. Astrology theme and good play action. (11/4/78).



WILLIAMS 'PHOENIX.' Visually appealing and loaded with challenging play features plus Williams' dual sounds system and the unique "Blazeway" ramp. (11/11/78).



**ATARI 'FOOTBALL.'** An outstanding video game patterned after a favorite American sport. Realistic offense-defense action and sound effects add to the excitement. (11/11/78).



**GREMLIN 'FROGS.'** A game of challenge in a pleasant, non-violent setting. Player controls a smiling, leaping, hungry frog as it darts after various insects. (11/11/78).



**ATARI 'SPACE RIDERS.'** The factory's noted wide-body action enhances this 4-player pin. Three captive ball targets and many exciting scoring features. (11/11/78).



NAMCO 'SUBMARINE.' Object is to sink enemy vessels for points and players use a periscope to take aim. Realistic design and play features. (11/11/78).



NAMCO 'GEE BEE.' Compact in size, this model is described as a "semi-pinball video game based on a combat theme." Good looking cabinet and graphics. (11/11/78).



NAMCO 'CLAY CHAMP.' A compact version of the highly successful "Shoot Away" arcade piece, which is themed after the sport of skeet shooting. (11/11/78).



MIDWAY 'ROTATION VIII.' A cocktail table pingame, noted for the factory's exclusive rotating playfield and the multitude of exciting scoring features. (11/18/78).



ATARI 'ORBIT.' Dramatic 3-dimensional effects, futuristic sounds, and realistic space action make for an exciting video game from Atari. (11/18/78).



ROCK-OLA 'MYSTIC.' The factory's new phonograph for 1979, while visually attractive, is equipped with numerous merchandising and play inducing concepts. (11/25/78).



BALLY 'PLAYBOY.' An outstanding solid state 4-player flipper, incorporating captivating graphics and exciting playfield action plus playboy-related promo. (12/9/78).



**STERN 'NUGENT.'** A celebrity-themed pingame from Stern and this one's named for rock star Ted Nugent. Factory launched extensive publicity campaign as tie-in. (12/9/78).



GOTTLIEB 'CHARLIE'S ANGELS.' An exciting Gottlieb 4-player named for that popular trio of television lovelies. Backglass's "angels" artwork is superb. (12/16/78).



AMERICOIN 'KILLER BEES.' Here's a fun game for players and spectators alike. Object is to swat at a swarm of fast moving animated bees, for points. (12/18/78).

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## **Homogenized Music Helps** Sales, Complicates Airplay

However, Turner thinks his audience's receptivity to new sounds is largely due to the station's metropolitan location. "Here in Nashville we have a very cosmopolitan area." he says "so we can take a chance of playing more contemporary country than a lot of other stations in, say, Texas.

Negative Effect?

But in even a more cosmopolitan market, at country station WHN in New York, program director Ed Salamon says the proliferation of country artists experimenting with pop sounds is having a negative effect on country radio.

"One of the ways it appears to be hurting country radio," Salamon says, "is that it robs country radio of some of the country artist's attention. It seems to me that in many cases when an artist starts to seek crossover, pop radio becomes a lot more important than country.

For instance, WHN does a lot of live broadcasts," he continues, "and we have a lot of artists on the air as quest disc jockeys. but the last time Dolly Parton was in town she didn't have time in her schedule to appear at WHN as a guest disc jockey. But she did appear on 99X-FM. And the last time Tanya Tucker was in town she appeared at the Bottom Line. The Bottom Line doesn't permit WHN to broadcast live from there because they are very tight with WNEW.

Not Abandoning Altogether

"I'm not saying they are abandoning country radio altogether," Salamon adds, "but they are dividing their time between country and pop, so it is less than 100 percent for country radio. I'm not saying it's a bad business decision - maybe it's what they should be doing career-wise. But speaking for country radio, it seems to mean less of them for us."

The danger of an act becoming "too pop" is not as big a concern among R&B programmers as it is for country PDs because there has traditionally been a closer relationship between pop and R&B than pop and country. And the increasing acceptance of disco music has brought R&B and pop even closer, according to Keith Adams, vice president of programming at R&B station WAOK in Atlanta.

'I don't think R&B has changed as much as the taste of the top 40 program directors," adams says. "Any crossover can be attributed to the fact that disco has become as successful as it has. Disco is really just up-beat R&B with a backbeat.

Adams says WAOK is strict in its adherence to a true R&B sound and, with

resign with his label home of 11 years.

**POINTS WEST** 

after something of a bidding contest for the highly-touted L.A. band. The group will go

into the studio in January to work on its label debut LP and reportedly will include their

dropped in on buddies Rodney Crowell and Albert Lee, who performed recently in Long Beach at Huck Finn's . . . It looks like "Natalia" will be the next single from Van

Morrison's near-gold "Wavelength" LP. "The Belfast Cowboy" reportedly has yet to

LAST BUT NOT LEAST — The Crusaders' Stix Hooper married Marcy Dockery Dec. 2

at Chicago's Continental Plaza Hotel. The ceremony was performed by the Rev. **Jesse Jackson** . . . Another celebration, this one for a birthday, was held at Ma Maison here in

honor of Irving Azoff. Among those present were several people connected with the

Azoff-co-produced film "Urban Cowboy," Eagles' Don Henley and Glenn Frey, Linda

Ronstadt and J.D. Souther and Stevie Nicks, among others . . . Capitol Records has

Charles Paikert, Cash Box New York, or Randy Lewis, Cash Box Los Angeles

version of "Rendezvous," an unrecorded Springsteen song

the exception of a few Bee Gees hits, has played "only one record that could be considered a Top 40 record" — Linda Ronstadt's "Ooh, Baby, Baby." And he pointed out that the song was originally a hit for Smokey Robinson and the Miracles.

**Another Approach** 

But at KDIA, a San Francisco R&B station, Jerry Boulding, program director, says he is more open to playing pop records. Although Boulding says that 90 percent of the songs on his current playlist are "hard-core" R&B songs, he pointed out that "right now we are playing eight or nine non-black songs.

"We don't look at color when we add a record," Boulding says. "What we look for are records that will build our audience or add to our musical balance.

For example, Boulding says KDIA added Chuck Mangione's "Feels So Good" because "we needed an instrumental with that kind of beat."

Peaceful Co-existence

The different programming approaches of traditionalist WAOK and progressive KDIA may be indicative of what the future holds for all radio formats. Just as the artists and producers interviewed in part one of this series said there would always be room for both the traditional and progressive performer, most programmers agreed that the future relationship of radio stations with "hard core" and "homogenized" formats will be one of peaceful co-existence.

think what you will find is what is already happening in a lot of smaller markets," says Dale Turner at WKDA. "You will have one station playing contemporary country (or R&B) while you have another station playing the old line traditional music. There is probably a market for both of them, just like there is a market for album rock and Top 40.

## **Augie Blume Promotion Expands With Computer**

LOS ANGELES - Augie Blume & Associates, a radio company, has acquired a new computer system and expanded services to include a regional point of purchase marketing service. Additionally, the company will now handle key stores, racks and one-stops in the same area.

The firm currently provides radio station promotion services covering more than 350 stations weekly throughout 11 western

**Emmylou Harris** 

## ALEN

ohn Hartford

PALOMINO, NORTH HOLLYWOOD -John Hartford is an entertainer who likes having his audience participate in his performances. He's also one of the few perfor-

Hartford, who may be best known for writing "Gentle On My Mind," and whose music remains rooted in the folk and bluegrass tradition, performs alone, and welcomes any opportunity to have his audience join in. Hartford's many requests for sing-alongs or clap-alongs were met with enthusiastic response from the Palomino's capacity crowd which was even enticed to attempt a three-part harmony on

Unlike many one-man acts, which are ofstrument to another

Hartford also avoids redundancy in his song selection. When he's not touring or were being echoed in a wah-wah manner.

Opening for Hartford and joining him for the encore at show's end was the Doug Dillard Band, which was augmented for the evening by Rodney Dillard on dobro, marking the first time in 13 years that the Dillard brothers had performed on stage together. Led by Doug's banjo and the nimble fiddling of Byron Berline, the band performed a number of standard bluegrass tunes as well as a few Dillard classics such as "Dooley."

mers who can effectively pull it off.

the chorus of one tune

ten characterized by a lack of musical dynamics, Hartford's performances never wear thin by evening's end. Even without the audience's aid, Hartford is able to provide his own amusing accompaniment by tapping out rhythms on an amplified piece of plywood while creating a myriad of other percussion sounds by slapping his cheeks and clucking his tongue. And throughout his show, Hartford, a master of the banjo, fiddle and guitar, provides variety by constantly switching from one in-

recording, Hartford is employed as a riverboat captain on the Ohio River, and although many of his songs concern life on the river and his love for that profession, these tunes are balanced by numerous lighthearted original tunes or comic versions of bluegrass standards. Hartford sang Bill Monroe's "Little Cabin On The Hill," for example, as though each syllable

ieff crossan

## he Knack

TROUBADOR, L.A. - The Knack is an unsigned band at the time of this writing but within a few weeks the much-talked-about L.A. quartet is expected to sign with a major label. The Troubadour was packed for the recent two-night stand with many executives from east and west coast-based labels in attendance. The reasons for this attention are first and foremost, the hardrocking combo has talent; second, an L.A.

With label scouts sizing up the show, the publicity posters which read "The Knack -Get It" took on a new competitive meaning.

In the midst of the show, the band played a Buddy Holly tune "Heartbeat." The choice was telling. The simplicity and strength of The Knack's material, much of it written by lead singer Doug Fieger, is reminiscent of Holly. Songs such as "Oh Tara," "My Sha-rona," and "Lucinda" reveal the classic "boy-girl stuff" which is reminiscent of Holly. Melodic, punchy in a primordial rock manner, the tracks are not extended jams but rather, neat and effective singles.

Songs such as opener "Let Me Out," "Frustrated" and "She's So Selfish" have the fresh energy and jauntiness of bands like The Cars from Boston. With pounding drum beats provided by Bruce Gary and plucky bass playing by Prescott Niles, the songs had an engaging tension. Berton Avvere, the lead guitar player, was never selfindulgent. Whether launching fast runs or playing slide, his fills and lead parts were in keeping with the pacing of the material.

Fieger is a fine singer. Although he initially sounded timid when the show opened, within a few songs his depth as a singer and performer became apparent. The encore "Kansas City" was sung in a lusty mood of celebration. Basking in the enthusiastic response of the audience, the Knack demonstrated convincingly that its days as an unsigned, unknown band are limited.

peter hartz



FI MOCAMBO, TORONTO - Richard T Bear may be the most important new artist to emerge this year in rock 'n' roll. When the last few wrinkles are ironed out of his performance, this is going to be a hard act to bring down.

His two nights at the El Mocambo, as was his recent Palladium gig as opening act for the Doobie Brothers in New York, were some of the most forceful, compelling rock presentations from a new artist in quite some time

While his album "Red Hot And Blue" is melodic and refined, the Bear's show is crunching and taut. This is no compromised man. Richard T. Bear is dynamic and all his own. By evening's end, he had convinced everyone that he is here to stay.

Fully living up to the boast he has made recently in the press, (I'm the baddest, boogie woogie piano player in the world!") Bear was a frenzied, fiercely energetic entertainer onstage. The piano player would go crazy onstage, dancing on top of the piano and running across the keyboards.

The bulk of his set was comprised of material from his debut RCA album, "Red Hot And Blue." Bear performed a solid selection of forceful rockers, plus a few soulful ballads to keep the show varied and interesting. Standout cuts included "Heart Is The Lonely Hunter," "Sunshine Hotel" and his new single, "Bring On The Night."

Bear's band is young and has yet to fully mature musically. Yet already, the group's fiery interplay commands attention. The band has only been on the road for two

### signed two new acts, singer-songwriter **Chip Taylor** and the four-member group **Desmond Child** and **Rouge** . . . When the L.A. Rams make the move to Anaheim Stadium, Wolf & Rissmiller Concerts may try to schedule more concerts at the L.A. Memorial Coliseum, saying the expanded seating (the Coliseum's 70,000 to Anaheim's Times story on the band provided visibility. 55,000) would be more attractive to superstar acts. **FINALLY** — A list of each **Cash Box** editorial staffer's Top 10 albums of 1978 can be found in the year-end East Coastings/Points West column contained in this week's magazine, arranged alphabetically by artist ... And for 1979's first East Coastings/Points West column, we'd like to run your responses to the question "What

do you feel was the most significant musical development of 1978?" Direct responses to randy lewis

)N STAGE

## 'Kanon' Retains Popularity In Orchestral Recording Field

(continued from page C-23)

of the "Rachmaninoff Third At Carnegie Hall" on the 50th anniversary of his American debut had created a sensation among the pianist's fans (Cash Box, January 28). Later, around the time that the recording was issued, the label further capitalized on the wave of publicity by rereleasing four mono recordings by Horowitz, beginning a series entitled "The Horowitz Collection" that will eventually include about 20 LPs (Cash Box, March 25).

RCA also re-released several Caruso recordings, launching a series known as "The Complete Caruso." Between 12 and 15 LPs, remastered using the Stockham Soundstream Computer Process, will eventually be released in the series (Cash Box. June 3).

Meanwhile, London Records launched a couple of major campaigns on behalf of its artists. One of these was the hugely successful "Bravo Pavarotti!" campaign, which promoted the tenor's two new albums, "Bravo Pavarotti!" and "Hits From Lincoln Center." (Cash Box, July 15). The latter LP features selections that Pavarotti sang at his nationally televised recital from the Met last February.

London also did a heavy promotion in support of Zubin Mehta's recording of excerpts from the "Star Wars" and "Close Encounters Of The Third Kind" soundtracks. Mehta and the Los Angeles Philharmonic had previously built a reputation for their performances of these scores in sold-out concerts at Hollywood Bowl and Anaheim

Another well-publicized event that helped sell records for Columbia Masterworks was Leonard Bernstein's 60th birthday in August. Designating May as "Leonard Bernstein Month," Columbia shipped several Bernstein-conducted LPs and constructed a marketing campaign around the conductor's birthday. DG also commemorated the event by issuing a new recording of the three symphonies composed by Bernstein (Cash Box, August 12).

A couple of the smaller labels also came up with some noteworthy recordings this year. Among them was ABC's recording of the complete Brandenburg Concertos by Gustav Leonhardt, Franz Bruggen and other notable European artists. Despite the fact that the two-record set (which also includes a complete score), was list-priced at \$24, the musical value of the performance and the fact that original instruments were used resulted in a solid winner for ABC (Cash Box. February 11).

Peters International began to have an impact with its new mid-priced line. Two of the label's best recordings feature pianist/scholar Charles Rosen in performances of Beethoven's "Diabelli Variations" and his "Piano Concerto No. 4."

Other new mid-priced lines that debuted this year were DG's Privilege and Philips' Festivo reissue series. Listing for \$6.98, these European-pressed records feature many of the most prominent artists in the DG and Philips catalogs (Cash Box, May 6). A spot survey of retailers taken six months after the mid-lines' appearance indicated that they are doing well at the retail level (Cash Box, December 16).

## **Budget Cassettes**

At the same time that DG and Philips were releasing cassette versions of their Privilege and Festivo LPs (also listing for \$6.98), major American labels were investigating the potential for marketing budget cassettes (Cash Box, June 17). Columbia Odyssey, RCA Gold Seal and Angel Seraphim cassettes, released at \$4.98 list, immediately found a substantial response among consumers.

In other budget label news, Vox/Turn-

about/Candide was sold to the Moss Music Group, with the company's founder, George H. de Mendelssohn-Bartholdy, remaining on the staff as a consultant (Cash Box, June 17). Ira Moss, president of the Moss Music Group, indicated that he would try to persuade more rack jobbers to handle the budget classical lines. With this goal in mind, Moss recently launched the "Turn-On" series on the Turnabout label. Listing for \$3.98, the "Turn-On" LPs contain well-known classical selections and are designed to appeal to non-classical buyers (Cash Box, December 2).

Meanwhile, Pickwick International's Quintessence classical budget line continued its upward momentum. In its first year of operation, with 44 releases on the market, Quintessence had sales in excess of \$1 million (Cash Box, July 1).

## Opera Growth

Aided by the dramatic increase in the number of opera broadcasts on television. as well as the upswing in regional opera festivals, the popularity of opera is growing across the nation. According to a study by the Central Opera Service in New York, audiences for operatic performances in the U.S. during 1977 reached 9.2 million, double the number four years earlier (Cash Box, January 14).

Beverly Sills, an opera star who has become a television celebrity as well, made the headlines this year when she announced that she would be retiring from the stage in 1980. Sills has just been appointed co-director of the New York City Opera with Julius Rudel, who himself was in the news when he made his conducting debut at the Met last fall (Cash Box, October 7).

Joan Sutherland and her husband, conductor Richard Bonynge, were the subjects of some rather frank disclosures in Australia, their native country (Cash Box, November 18). According to John Mostyn, former director of the Australian Opera, the pair received \$875,000 from the statesubsidized opera company for 62 performances since 1974.

The late Maria Callas was memorialized in a recent PBS-TV documentary. Meanwhile, Angel issued a couple of recordings containing previously unreleased Callas performances (Cash Box, October 7).

## CLASSICAL CLIPS

(continued from page C-23)

a recital at Carnegie Hall January 27. Included in the program will be the New York premieres of two works by **Ernest Bloch...** 

The Budapest Symphony Orchestra under **Gyoirgy Lehel** to appear at Carnegie January 11...

GOOD TO KNOW YOU'RE READ DEPT. In a singular attack of absentmindedness, perhaps brought on by bronchitis, your classical clipster made two rather egregious errors in the last column (Cash Box, December 16). First, cellist Jacqueline du Pre is not deceased, as reported here; multiple sclerosis merely halted her performing career. Ms. du Pre continues to teach and work on behalf of research to eradicate multiple sclerosis. We hope she will accept our sincere apologies . . In a more laughable vein, we reported that ASCAP recently helped Rudolf Friml celebrate his 90th birthday. Mr. Friml is deceased, and next year marks the 100th anniversary of his birth

### ken terry

## Stewart Album Gets Gold

LOS ANGELES — "Blondes Have More Fun," the latest album by Warner Bros. recording artist Rod Stewart, has been certified gold by the RIAA.



BROOKLYN DREAMS IN TAHOE — Casablanca recording artists Brooklyn Dreams recently finished a national tour with a performance at the Sahara/Tahoe, as the opening act for Donna Summer. Pictured (I-r) are: Joe "Bean" Esposito of the group; Don Wasley. Casablanca vice president/artist development; Susan Munao, manager; Bruce Sundano of the group; Bruce Dird, Casablanca vice president of promotion and Eddie Hodenson of the group.

## DISCO BREAKS

(continued from page C-32)

service New York's pools, has covered his bases by mailing directly to important DJs. However, the first shipment of the year will be sent to Judy Weinstein and the For The Record Pool. "Judy has a lot of important jocks and clubs represented in her pool," says Issy. "I have been servicing them up until now but starting Jan. 1, I will mail direct to the pool." Issy also said that he has trimmed the allocation for Dogs of War in Chicago from 150 back to 100 because "I am sending too many records to that market." Atlantic services Audiotalent with 200 pieces. Sam McGil was in N.Y. last week discussing Dogs of War's situation with several labels including Polydor. Sanchez also reports that Atlantic will resume service to the **Atlanta Music Pool**. (The pool was dropped last March because of poor feedback). Atlantic is also adding Wisconsin Disco Active in Madison and the George Borden of the Boston Record Pool asks for a clarification: there is no connection between the BRP and the fledgling New England Disco DJ Assn. being organized by former BRP member Cosmo Wyatt... BADDA has added several new clubs and DJs to their roster including: Different Strokes, a black club in San Francisco whose DJ is Jeff Holder; Marmalade Max, a large straight club in Roseville, DJ Thomas Roots; and The Central Park Disco in Merced, DJ Peter Ambrose. Also, The Spirit in San Francisco was recently renamed The Vis. Roc Sands and Cindy Batanides will remain DJs as the club reportedly tries to move from a gay to a straight crowd.

**PEACHES & HERB ON TV** — **Len Epand,** director of publicity, west coast for Polydor pulled a coup recently by having **Peaches & Herb** tape appearances on seven shows in eight days. The hot duo will be seen between late January and mid-February on American Bandstand, Merv Griffin, Dinah Shore, Soul Train, Midnight Special, Dance Fever and Home Box Office.

NOW CLEAN UP THE MESS — Hopefully Audrey Joseph of MK in New York has recovered from the Three Degrees bash which was held last week at Les Mouches in NYC. Roy Thode of the Ice Palace and Sharon White of the Sahara spun for the industry crowd. By the way, in addition to press hordes, DJs and other notables, Prince Charles was invited. The Degrees have been knocking people out on their recent club tour. The night at Trocadero in San Francisco was wild and the appearance in L.A. at Probe also was a success. Who says live vocals over tracks isn't a great promo? The musicians' union may make a fuss (as Local 44 did last summer over a Pattie Brooks show in L.A.) but such appearances are on the rise.

CAN YOU PLAY ONLY FLAT SPEED? — Jack Witherby of Ariola has been playing Ma Bell recently asking jocks if they have variable turntables. "It is alarming how few jocks do," says Witherby, who feels that turntables with standard fixed speeds are a limitation on a DJ's creative abilities. "It turned people's heads around in Phoenix by slowing records down and it can work the same way speeded up." To aid the DJs who do not have access to variable turntables, Ariola is releasing this week a two-sided record "Knock On Wood" by Amli Stewart. One side will be the "fast" side and the other will be the "slow" side. The difference will be 5 BPM. Witherby hopes that by offering jocks two different speeds for the same record, the track will be more flexible for different moods during the evening. A typographical error in *Billboard* has also spawned a joke which Witherby is including on the record. Amii was misspelled Amil in an article and this led to jokes about Amyl Amii. Therefore, the fast side is being referred to as the "Amii Amyl" side and the slow side is the "Amii Lude" side. Rusty Garner was the DJ consultant for the musical aspects of the project.

NEW PRODUCT — Issy Sanchez and Roxy Myzal are hitting the road in early January as part of the Atlantic campaign "You've Never Been Hit So Hard." The duo will go separate ways to cover eight cities in five days. Eddie Holland, VP of R&B and Larry Yasgar, national singles sales and **Everitt Smith,** national promo for Cotillion will accompany. Product presentations will be held in N.Y., Boston, Cleveland, Chicago, Philly, Atlanta, Dallas and L.A. Coming in the mail from Atlantic Dec. 27 is a promo only 12" of "I Don't Want Nobody Else (To Dance With You)" by Michael Narada Walden and 12" and 7" versions of "He's The Greatest Dancer/We Are Family" by Sister Sledge. The 12" "It Looks Like Love/Super Jock" by Vincent Montana's **Goody Goody** came out last week. Motown has used its first DJ consultant on the new **Thelma Houston** 12" and plans to use more DJs in the future. Larry Rossiello of the Probe in L.A. worked on the track entitled "Saturday Night, Sunday Morning" which is being released this week. Also expect the 12" "High On Your Love" by Rick James ... . JDC is outing a commercial 12" by The Glass Family during the first week in January. "Crazy/Disco Concerto" features handclaps and assorted contributions from the JDC family: Jim and Dale Callon, Skip Goodman, David Storrs and Rosalind Chase MCA is holding back Van McCoy's "Patrolers Theme" and coming instead with "Lonely Dancer" from the forthcoming McCoy LP. Richie Rivera handled the mix. Billy Smith was in charge of the project... Prism released last week a remixed & re-edited version of "Love Disco Style" by Erotic Drum Band, Tom Savarese had the honors. The disc is for DJs only and comes on red vinyl . . . Ray Caviano at Warner Bros. will release next week the Rod Stewart 12" "Do Ya Think I'm Sexy." The first RFC Records release will be Gino Soccio's 12" "Dance To Dance" coming Jan. 17.

## cash box top albums/101 to 200

	Weeks On	December 30, 1978 Weeks On			Weeks On
	12/23 Chart 7.98	12/23 Chart 134 ALONG THE RED LEDGE 7.98 167 TOGETHERNESS	7.98	12/23	
CERRONE IV (Cotillion/Atlantic SD 5208)  102 THE WIZ	107 <b>9</b>	DARYL HALL & JOHN OATES (RCA AFL 1-2804) 128 17 L.T.D. (A&M SP 4705)		165	29
MOTION PICTURE SOUNDTRACK (MCA 2-14000)	104 13	SCORPIONS (RCA CPI 2-3039) 140 4 (Motown M7-911R1)	7.98	175	3
104 TORMATO YES (Atlantic SD 19202)	7.98 87 12	136 HOG HEAVEN 7.98 ELVIN BISHOP (Capricorn CPN 0215) 138 6 THE STATLER BROTHERS	7.98		
104 RUNNING ON EMPTY	7.98	137 STEP IN TO OUR LIFE 7.98 (Mercury SRM 1-5012) 170 THEIR GREATEST HITS	7.98	173	4
	99 <b>53</b> 7.98	(Polydor PD-1-6179) 149 2 EAGLES (Asylum 6E-105)  138 MONEY TALKS 7.98 171 GIVE 'EM ENOUGH ROPE	7.98	174	146
(Clouds/TK 8804) 106 VAN HALEN	116 8 7.98	BAR-KAYS (Stax/Fantasy STX 4106) 145 6 THE CLASH (Epic JE 35543)		146	5
(Warner Bros. BSK 3075)	106 45	HEART (Mushroom 5005) 142 145 (20th Century T-574)	7.98	178	2
GENE CHANDLER (Chl-Sound/ 20th Century T-578)	7.98	THE CARPENTERS (A&M 4726)  7.98  152  173  WE ALL HAVE A STAR WILTON FELDER (ABC AA-1109)	7.98	180	3
400 OTEALINGUIOME	7.98	141 CHANGE OF HEART   7.98   174 SMOKIN'   ERIC CARMEN (Arista AB 4]84)   123   11   SMOKEY ROBINSON (Tamla/	9.98		
109 MELBA	7.98	142 UGLY EGO 7.98 Motown T9 3663-2)  CAMEO (Chocolate City/Casablanca CCLP 2006) 131 11 175 LIVE	11.98	179	5
MELBA MOORE (Epic JE 35507)  110 IF YOU WANT BLOOD YOU'VE	113 7	143 BABYLON BY BUS BOB MARLEY & THE WAILERS 12.98 12.98 12.98 176 SMOOTH TALK	7.98	177	82
COTIT	7.98	(Island ISLD 11) 154 4 EVELYN "CHAMPAGNE" KING (RCA APL 1-2466)	7.50	183	2
111 CHEECH & CHONG'S UP IN		EXILE (Warner Bros. BSK 3205) 126 22 177 SKYNYRD'S FIRST AND			
(Ode/Warner Bros. BSK 3249)	7.98	SOUTHSIDE JOHNNY AND THE ASBURY JUKES LYNYRD SKYNYRD (MCA 3047)	7.98	170	16
112 EVEN NOW BARRY MANILOW (Arista AB 4164)	7.98 91 <b>45</b>	(Epic JE 35488) 151 10 178 FLY AWAY 146 ON THE EDGE 7.98 VOYAGE (Marlin 2225)	7.98	187	3
113 STARDUST WILLIE NELSON (Columbia JC 35305)	7.98 112 <b>35</b>	SEA LEVEL (Capricorn CPN 0212)  144 11 179 SESAME STREET FEVER THE MUPPETS (Sesame Street CTW 79005)	7.98	189	19
THE CAMPLED	7.98	MELISSA MANCHESTER (Arista AB 4186)  157  180 THE GRAND ILLUSION STYX (ARM SP 4637)	7.98	184	74
115 SGT. PEPPER'S LONELY	143 3	PHIL MANZANERA (Polydor PD-1-6178) 159 2 181 FOREIGNER	7.98		
VARIOUS ARTISTS (RSO RS 2-4100)	5.98 11 <b>4 22</b>	149 HEADLIGHTS THE WHISPERS (Solar/RCA BXL 1-2274) 7.98 153 7 (Atlantic SC 18215) 182 SHOT OF LOVE	7.98	186	93
116 PARALLEL LINES BLONDIE (Chrysalis CHR 1192)	7.98 118 15	150 LET'S GET SMALL STEVE MARTIN (Warner Bros. BSK 3090)  7.98 156 67 LAKESIDE (Solar/RCA BXL 1-2937) 183 THE BEST OF NORMAN CON-		_	1
117 RUMOURS FLEETWOOD MAC (Warner Bros. BSK 3010)	7.98 119 <b>96</b>	151 CLOSE PERSONAL FRIEND 7.98 NORS & FRIENDS (Buddah/Arista BDS 5716)	7.98	188	2
118 MORE SONGS ABOUT		152 SLEEPER CATCHER 7.98 184 MISPLACED IDEALS	7.98		1
TALKING HEADS (Sire SRK 6058)	7.98 95 <b>22</b>	153 2 HOT! 7.98 185 COME GET IT	7.98	176	
119 A LEGENDARY PERFOR- MER: VOLUME 3	7.98	PEACHES & HERB (Polydor PD-1-6172)  154 MOTHER FACTOR  7.98  RICK JAMES (Gordy G7-981R1)  186 LOVE TRACKS	7.98	176	31
ELVIS PRESLEY (RCA CPL 1-3082)	132 3	MOTHER'S FINEST (Epic JE 35545)  141 16 GLORIA GAYNOR (Polydor PD-1-6184)  155 BUSH DOCTOR  7.98  187 MIND MAGIC	7.98	_	1
WEATHER REPORT (ARC/Columbia JC 35358)	7.98 102 <b>12</b>	PETER TOSH (Rolling Stones COC 39109)  162  4  DAVID OLIVER (Mercury SRM-1-3747)  188 "ROSS"	7.98	193	2
NICK GILDER (Chrysalis CHR 1202)	7.98 96 15	RORY GALLAGHER (Chrysalis CHR 1170)  158  10  DIANA ROSS (Motown M7-907R1)	7.98	167	11
JEAN-MICHEL JARRE (Polydor PD-1-6175)	7.98 136 <b>2</b>	LARRY GATLIN (Monument MG-7628)  160 7  DONNY & MARIE (Polydor PD-1-6169)	7.98	182	11
123 FUNK OR WALK THE BRIDES OF FUNKENSTEIN (Atlantic SD 19201)	7.98 101 <b>10</b>	158 INSTANT REPLAY DAN HARTMAN (Blue Sky JZ 35641)  7.98 STEELY DAN (ABC AA 1006) 191 LIFE IS A SONG WORTH	7.30	198	64
104 CONCRIDE	7.98	159 BLOODY TOURISTS 7.98 147 13 SINGING	7.98		22
125 BRASS CONSTRUCTION IV	117 <b>30</b> . 7.98	160 Q: ARE WE NOT MEN?  192 CITY TO CITY	7.98	192	29
(United Artists UA-LA 916-H) 126 I'VE ALWAYS BEEN CRAZY	89 7 7.98	DEVO (Warner Bros. BSK 3239) 133 13 193 GET OFF	7.98	200	38
WAYLON JENNINGS (RCA AFL 1-2979)  127 ENERGY	122 <b>12</b> 7.98	161 STAGE  DAVID BOWIE (RCA CPL 2-2913)  11.98  148  12  148  148  12  148  12  148  12  148  12  148  12  148  12  148  12  148  18  18  18  18  18  18  18  18  1	7.98	181	27
POINTER SISTERS (Planet P-1)	155 <b>6</b>	162 JOURNEY TO ADDIS 7.98 PLAYER (RSO RS 1-3036) THIRD WORLD (Island ILPS 9554) 168 6		194	17
AL JARREAU (Warner Bros. BSK 3229)	120 <b>12</b>	163 NEXT OF KIHN 7.98 GREG KIHN BAND (Beserkley/GRT JBZ 0056) 135 18 MOODY BLUES (London PS 708)	7.98	190	<b>2</b> 7
SYLVESTER (Fantasy F-9556)	7.98 127 <b>23</b>	164 THE WAR OF THE WORLDS 13.98 STEPHEN BISHOP (ABC AA 1082)	7.98	191	16
JESSE COLIN YOUNG (Elektra 6E-157)	7.98 130 <b>6</b>	(Columbia PC 2-35290)  164  24  165 NOTHING SAYS I LOVE YOU  164  164  164  164  164  164  164  16	7.98	197	22
131 DIRE STRAITS (Warner Bros. BSK 3266)	7.98 166 3		7.98	195	32
132 INTIMATE STRANGERS TOM SCOTT (Columbia JC 35557)	7.98 134 <b>8</b>		7.98	185	28
133 KEEP ON JUMPIN' MUSIQUE (Prelude PRL 12158)	1.98 125 <b>16</b>		7.98	199	57
AC/DC	AI	PHABETIZED TOP 200 ALBUMS (BY ARTIST)		_	_
ADC Band		Grateful Dead         34         Manilow, Barry         4,112,175         Pryor, Richard         85         Talking Heads           Hall & Oates         134         Manzanera, Phil         148         Queen         7         10cc           Harris, Emmylou         78         Marley, Bob         143         Rafferty, Gerry         192         Third World			159
Ambrosia	25,198 in 183	Hartman, Dan       158       Martin, Steve       3,150       Rawls, Lou       80       Thorogood, Geor         Hayes, Isaac       68       Marshall Tucker       46       Robinson, Smokey       174       Tosh, Peter	ge		90
Ashford & Simpson 64 Cooper, Alice		Heart         29.139         Matthews, Ian         108         Rogers, Kenny         114         Toto           Jacksons         96         Meat Loaf         61         Rolling Stones         19         Travolta, John			17
Bishop, Elvin		James, Bob         75         Miller. Steve         20         Ronstadt, Linda         13         Tucker, Tanya           James, Rick         185         Moody Blues         195         Rose Royce         92         Van Halen			82
Blondie		Jarre, Jean-Michel         122         Moore, Melba         109         Ross, Diana         188         Vannelli, Gino           Jarreau, Al         128         Morrison, Jim         93         Rundgren, Todd         66         Village People		16	28 ,98
Boston	95 	Jennings, Waylon         126         Morrison, Van         64         Rush         33         Voyage           Jethro Tull         71         Mother's Finest         154         Sad Cate         184         War Of The World	ls	1	178 164
Brass Construction	re 10,200 & Palmer 51 	Joel, Billy         2.31         Muppets         179         Santana         84         Washington, Grov           John, Elton         42         Murray, Anne         72         Scorpions         135         Weather Report           Johnson, Robert         151         Musique         133         Scott Tom         132         Whispers		1	120
Bridges, Alicia		Johnson, Robert         151         Musique         133         Scott, Tom         132         Whispers           Kansas         39         Nelson, Willie         49,113         Scott-Heron, Gil         74         White, Barry           Khan, Chaka         32         Newton-John, Olivia         38         Sea Level         146         Who			58
Browne, Jackson	berg 50	Kihn. Greg         163         Nugent. Ted         22         Seger. Bob         37         Wings           King, Evelyn "Champagne"         176         Oliver, David         187         Simmons, Gene         30         Wright, Betty			24
Buffett, Jimmy		Kinsman Dazz         172         Osmond, Donnie & Marie         189         Southside Johnny         145         Yes           Lakeside         182         Outlaws         59         Stanley, Paul         47         Young, Jesse Coli		1	03
Cameo		Larson, Nicolette         70         Pablo Cruise         88         Statler Bros.         169         Young, Neil           Laws, Ronnie         91         Parliament         27         Steely Dan         18,190         SOUNDTRACKS			48
Carpenters		Little River Band         152         Peaches & Herb         153         Stevens, Cat         57         Grease           Loggins, Kenny         77         Pendergrass, Teddy         191         Stewart, Al         15,43         Lord of The Rings           L.T.D.         167         Player         194         Strelsand, Barbra         1,124         Midnight Parriess			62
Cerrone IV		Lynn, Cheryl 54 Poc 83 Styx 21,180 Saturday Night Fe	ver		35
Chanson	53	Lynyrd Skynyrd         177         Pointer, Bonnie         188         Summer, Donna         11         Sgt. Pepper's           Manchester, Melissa         147         Pointer Sisters         127         Switch         97         Up in Smoke           Mangione, Chuck         87         Presiey, Elvis         119         Sylvester         129         The Wiz		1	11
		, , , , , , , , , , , , , , , , , , ,			

## CASH BOX TOP TOO ALBU/VS

		Weeks On
1 BARBRA STREISAND'S GREATEST HITS VOL. 2 8.98 (Columbia FC 35679)	12/23	Chart 6
2 52nd STREET 8.98 BILLY JOEL (Columbia FC 35609)	2	10
3 A WILD AND CRAZY GUY 8.98 STEVE MARTIN (Warner Bros. HS 3238)	3	9
4 GREATEST HITS 13.98 BARRY MANILOW (Arista A2L 8601)	4	5
5 GREASE 12.98 VARIOUS ARTISTS (RSO 2-4002)	5	33
6 BACKLESS 8.98 ERIC CLAPTON (RSO RS-1-3039)	7	6
JAZZ 7.98 QUEEN (Elektra 6E-166)	9	5
8 DOUBLE VISION 7.98 FOREIGNER (Atlantic SD 1999)	8	26
9 C'EST CHIC 7.98 CHIC (Atlantic SD 19209)		6
THE BEST OF EARTH, WIND & FIRE VOL. 1 (ARC/Columbia FC 35647)		5
11 LIVE AND MORE 12.98 DONNA SUMMER (Casablanca NBLP 71119)		16
12 YOU DON'T BRING ME FLOWERS 8.98 NEIL DIAMOND (Columbia FC 35625)		3
13 LIVING IN THE U.S.A. 7.98 LINDA RONSTADT (Asylum 6E 155)		13
14 LIVE BOOTLEG AEROSMITH (Columbia PC2 35564)		8
BLONDES HAVE MORE FUN ROD STEWART (Warner Bros. BSK 3261)		2
16 CRUISIN' 7.98 VILLAGE PEOPLE (Casabianca NBLP 7118)		12
7.98 (Columbia JC 35317		11
18 GREATEST HITS 11.98 STEELY DAN (ABC AK-11707/2)		8
19 SOME GIRLS 7.98 ROLLING STONES (Rolling Stones Records/Atlantic COC 39108		28
GREATEST HITS 1974-78 STEVE MILLER BAND (Capitol S00-11872		5
21 PIECES OF EIGHT 7.96 STYX (A&M SP 4724		14
22 WEEKEND WARRIORS 8.99 TED NUGENT (Epic FE 35551		9
BRIEFCASE FULL OF BLUES BLUES BROTHERS (Atlantic SD 19217		i 2
WING'S GREATEST 8.96 (Capitol SOO-11905		9 4
25 GREATEST HITS COMMODORES (Motown M7-912R1		8 8
26 ACE FREHLEY 7.9 (Casablanca NBLP 7121		7 13
MOTOR BOOTY AFFAIR 7.9 PARLIAMENT (Casabianca NBLP 7125		7 4
28 BROTHER TO BROTHER 7.9 GINO VANNELLI (A&M SP4722	2) 23	3 14
29 DOG & BUTTERFLY 8.9 HEART (Portrait FR 3555 30 GENE SIMMONS 7.9	i) 3 <sup>-</sup>	1 14
30 GENE SIMMONS 7.9 (Casablanca NBLP 7120 31 THE STRANGER 7.9	)) 30	0 13.
BILLY JOEL (Columbia JC 34987	7) 3: 8	
CHAKA KHAN (Warner Bros. B\$K 3245	8	
RUSH (Mercury SRM 374)	3) 3	· /

December 30, 1978		
34 SHAKEDOWN SIKEEI 7.98	2/ <b>2</b> 3 C	
GRATEFUL DEAD (Arista AB 4198)  35 SATURDAY NIGHT FEVER 12.98	41	5
BEE GEES & VARIOUS ARTISTS (RSO RS 4001)  7.98 FIREFALL (Atlantic SD 19183)	40	10
37 STRANGER IN TOWN 7.98 BOB SEGER & THE SILVER BULLET BAND	2.1	
(Capitol SW 11698)  38 TOTALLY HOT  7.98	39	32
OLIVIA NEWTON-JOHN (MCA 3067)  39 TWO FOR THE SHOW 13.98	44	5
KANSAS (Kirshner PZ2 35660)	22	7
THE DOOBIE BROTHERS (Warner Bros. BSK-3193)	52	2
BOSTON (Epic FE 35050)	42	18
42 A SINGLE MAN 7.98 ELTON JOHN (MCA 3065)	36	9
43 TIME PASSAGES 7.98 AL STEWART (Arista AB 4190)	26	14
FEEL THE NEED 7.98 LEIF GARRETT (Scotti Bros./Atlantic SB 7100)	50	7
45 ALICIA BRIDGES 7.98 (Polydor PD1-6158)	47	11
46 GREATEST HITS 7.98 MARSHALL TUCKER BAND (Capricorn CPN 0214)	35	12
47 PAUL STANLEY 7.98 (Casablanca NBLP 7123)	48	13
48 COMES A TIME 7.98 NEIL YOUNG (Reprise MSK 2266)	38	11
WILLIE AND FAMILY LIVE 11.98 WILLIE NELSON (Columbia KC 2 35642)	58	6
50 TWIN SONS OF DIFFERENT MOTHERS 7.98 DAN FOGELBERG & TIM WEISBERG		
(Epic JE 35339)	43	17
EMERSON, LAKE & PALMER (Atlantic SD 19211)  52 CROSSWINDS  7.98	61	4
PEABO BRYSON (Capitol ST-11875)	65	5
ANDY GIBB (RSO RS 1-3034)	57	29
54 CHERYL LYNN (Columbia JC 35486)  55 PETER CRISS 7.98	62	6
(Casablanca NBLP 7122)  56 HOT STREETS  8.98	55	13
CHICAGO (Columbia FC 35512)  67. BACK TO EARTH  7.98	46	12
CAT STEVENS (A&M SP-4735)  58 THE MAN  7.98	84	2
BARRY WHITE (20th Century T-571)  59 PLAYIN' TO WIN  7.98	49	11
OUTLAWS (Arista AB 4205)  60 THE CARS (Flatter 67 198)	63	7
61 BAT OUT OF HELL 7.98	60	28
MEAT LOAF (Cleve. Int'l./Epic PE 34974)  62 THE LORD OF THE RINGS 13.98	66	61
ORIGINAL MOVIE SOUNDTRACK (Fantasy LOR-1)  63 WHO ARF YOU  7.98	70	4
64 WAVELENGTH 7.98	53	17
VAN MORRISON (Warner Bros. BSK 3121)  65 YOU HAD TO BE THERE  11.98	51	12
JIMMY BUFFETT (ABC AK-1008/2)  66 BACK TO THE BARS 12.98	56	8
TODD RUNDGREN (Bearsville 2BRX 6986)  67 REED SEED 7.98	75	5
GROVER WASHINGTON JR. (Motown M7-910R1)  68 FOR THE SAKE OF LOVE 7.98	64	13
ISAAC HAYES (Polydor PD-1-6164)	73.	8

		_
		Weeks On
69 IS IT STILL GOOD TO YA 7.98 ASHFORD & SIMPSON (Warner Bros. BSK 3219)	67	Chart 19
70 NICOLETTE 7.98 NICOLETTE LARSON (Warner Bros. BSK 3242)	81	9
71 BURSTING OUT 11.98 JETHRO TULL (Chrysalis CHR 1201)	68	12
72 LET'S KEEP IT THAT WAY 7.98 ANNE MURRAY (Capitol SW 11743)	71	20
73 ONE NATION UNDER A GROOVE FUNKADELIC (Warner Bros. BSK 3209)	54	14
74 SECRETS 7.98 GIL SCOTT-HERON & BRIAN JACKSON (Arista AB 4189)	59	19
75 TOUCHDOWN 7.98 BOB JAMES (Columbia JC 35594)	85	4
7.98 THE J. GEILS BAND (EMI America SO-17706)	88	4
77 NIGHTWATCH 7.98 KENNY LOGGINS (Columbia JJ 35387)	77	25
78 PROFILE/BEST OF EMMYLOU HARRIS 7.98 (Warner Bros. BSK 3258)	83	6
79 LIGHT OF LIFE 7.98 BAR-KAYS (Mercury SRM-1-3732)	103	3
80 LOU RAWLS LIVE 13.98 (Phila, Int'l. PZ2 35517)	82	8
81 LIFE BEYOND L.A. 7.98 AMBROSIA (Warner Bros. BSK 3135)	74	22
82 TNT 7.98 TANYA TUCKER (MCA 3066)	94	5
83 LEGEND 7.98 POCO (ABC AA-1099)	92	6
84 INNER SECRETS SANTANA (Columbia FC 356000)	79	10
85 "WANTED" LIVE IN CONCERT 14.98 RICHARD PRYOR (Warner Bros. BSK 3364)	110	3
86 CHANSON 7.98 (Ariola SW 50039)	97	12
87 CHILDREN OF SANCHEZ 14.98 CHUCK MANGIONE (A&M SP 6700)	86	15
88 WORLDS AWAY 7.98 PABLO CRUISE (A&M SP 4697)	80	29
89 FROM THE INSIDE 7.98 ALICE COOPER (Warner Bros. BSK 3263)	100	4
90 MOVE IT ON OVER 7.98 GEORGE THOROGOOD & THE DESTROYERS (Rounder 3024)	93	8
91 FLAME 7.98 RONNIE LAWS (United Artists LA-881-H)	76	11
92 ROSE ROYCE STRIKES AGAIN 7.98 (Warner Bros. WHI 3227)	78	17
93 AN AMERICAN PRAYER 8.98 JIM MORRISON & THE DOORS (Elektra 5E-502)	115	4
94 TO THE LIMIT 7.98 JOAN ARMATRADING (A&M SP 4732)	69	9
95 PLEASURE & PAIN 7.98 DR. HOOK (Capitol SW 11858)	98	7
7.98 THE JACKSONS (Ep.c JE 35552)	108	6
97 SWITCH 7.98 (Gordy G7-980R1)	72	19
98 MACHO MAN 7.98 VILLAGE PEOPLE (Casablanca NBLP 7096)	90	42
STROKE 7.98 ADC BAND (Cotillion SD 5210)	109	5
100 TRAVOLTA FEVER 9.98 JOHN TRAVOLTA (Midsong Intil./MTF 001))	105	6

## GREAT BINGOUNTERS OF THE BEST KIND

(Don't let them happen without you).

International Record and Music Publishing Market January 19 - 25 1979. Palais des Festivals - Cannes - France.

In 1978: 52 countries represented, 1.238 firms, 5.050 participants.

Bernard Chevry Commissaire Général.

Xavier Roy: International Manager.

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Midem. The winner's date.

# RUSH'S "HEMISPHERES" IS A GOLD MIND



A STATE OF THE STA

Rush has just struck gold with their latest and most cerebral album, "Hemispheres." It's their fourth straight strike. And, from all indications, the richest yet.

richest yet.

At this rote, look for another precious metal to be uncovered soon.

Produced by Rush and Terry Brown Rush appears on Anthem Records in Canada.

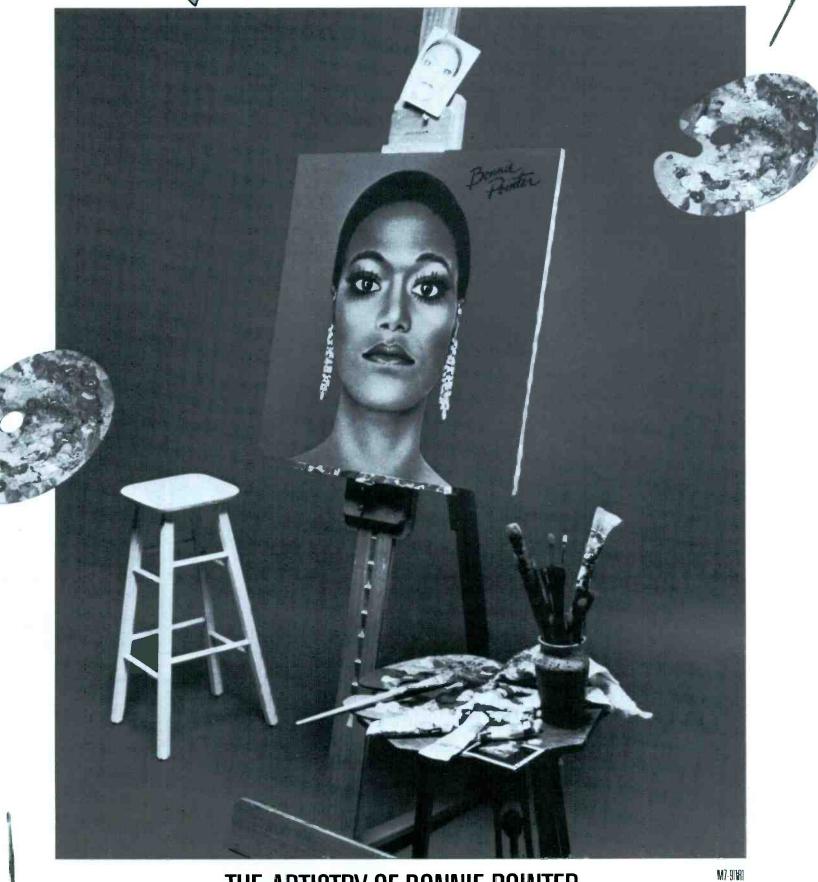






Ray Danniels/Vic Wilson

## Bonnie Donnter



## THE ARTISTRY OF BONNIE POINTER

Portrayed in her first solo album. Exclusively on Motown Records & Tapes

Includes the hit Single"Free Me From My Freedom"



## 70p Black Albums 1978



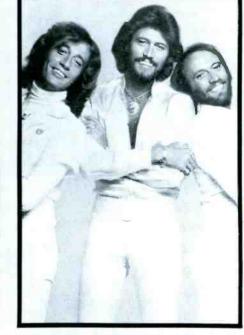


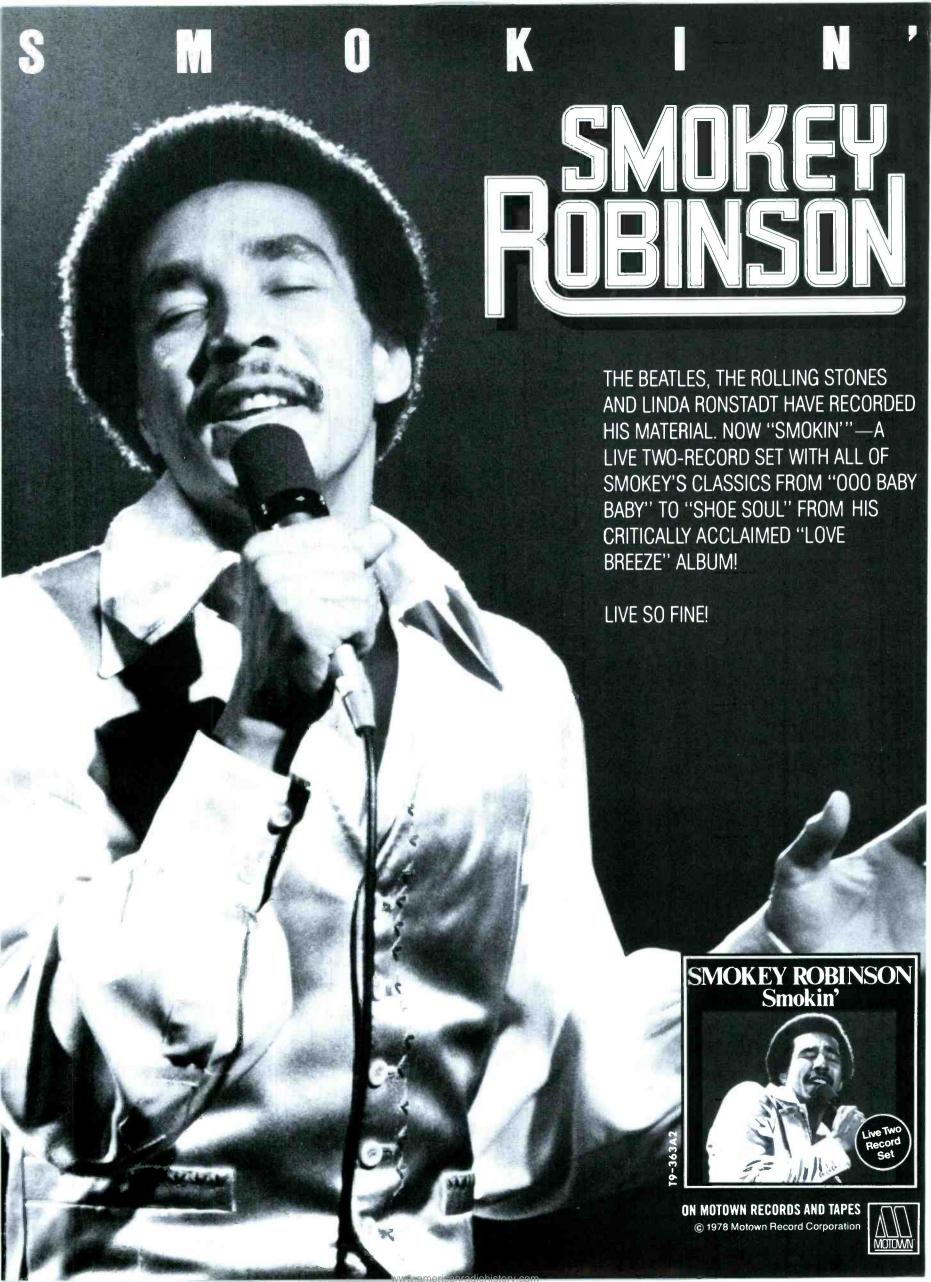
1 LIFE IS A SONG WORTH SINGING — TEDDY PENDERGRASS — Phila. Intl.
2 SATURDAY NIGHT FEVER — BEE GEES & VARIOUS ARTISTS — RSO
3 WEEKEND IN L.A. — GEORGE BENSON — Warner Bros.
4 NATURAL HIGH — THE COMMODORES — Motown
5 ALL 'N' ALL — EARTH, WIND & FIRE — Columbia/ARC
6 TOGETHERNESS — L.T.D. — A&M
7 FUNKENTELECHY VS. THE PLACEBO SYNDROME — PARLIAMENT — Casablanca
8 COME GET IT! — RICK JAMES — Gordy
9 SO FULL OF LOVE — O'JAYS — Phila. Intl.
10 BLAM — BROTHERS JOHNSON — A&M
11 SHOWDOWN — ISLEY BROTHERS — T-Neck
12 STREET PLAYER — RUFUS AND CHAKA KHAN — ABC
13 THANKFUL — NATALIE COLE — Capitol
14 CENTRAL HEATING — HEATWAVE — Epic
15 BLUE LIGHTS IN THE BASEMENT — ROBERTA FLACK
16 A TASTE OF HONEY — A TASTE OF HONEY — Capitol
17 BOOTSY? PLAYER OF THE YEAR — BOOTSY'S RUBBER BAND — Warner Bros.
18 IS IT STILL GOOD TO YA — ASHFORD/SIMPSON — Warner Bros.
19 SOUNDS ... AND STUFF LIKE THAT — QUINCY JONES — A&M
20 GET OFF — FOXY — Dash/TK
21 ROSE ROYCE STRIKES AGAIN — ROSE ROYCE — Whitfield
22 IN THE NIGHT TIME — MICHAEL HENDERSON — Arista
23 LIVE! — THE COMMODORES — Motown
24 LIVE AND MORE — DONNA SUMMER — Casablanca
25 ONE NATION UNDER A GROOVE — FUNKADELIC — Warner Bros.
26 LOVESHINE — CON FUNK SHUN — Mercury
27 GALAXY — WAR — MCA
28 YOU LIGHT UP MY LIFE — JOHNNY MATHIS — Columbia



27 GALAXY — WAR — MCA
28 YOU LIGHT UP MY LIFE — JOHNNY MATHIS — Columbia
29 FLYING HIGH ON YOUR LOVE — BAR-KAYS — Mercury
30 STEP II — SYLVESTER — Fantasy
31 THANK GOD IT'S FRIDAY — VARIOUS ARTISTS — Casablanca
32 IF MY FRIENDS COULD SEE ME NOW — LINDA CLIFFORD — Curtom
33 GOLDEN TIME OF DAY — MAZE FEATURING FRANKIE BEVERLY — Capitol
34 SMOOTH TALK — EVELYN "CHAMPAGNE" KING — RCA
35 IN FULL BLOOM — ROSE ROYCE — Whitfield
36 REACH FOR IT — GEORGE DUKE — Epic
37 MENAGERIE — BILL WITHERS — Columbia
38 WHEN YOU HEAR LOU, YOU'VE HEARD IT ALL — LOU RAWLS — Phila. Intl.
39 REACHING FOR THE SKY — PEABO BRYSON — Capitol
40 SECRETS — CON FUNK SHUN — Mercury
41 BETTY WRIGHT LIVE — BETTY WRIGHT — Alston/TK
42 SWITCH — SWITCH — Gordy
43 THE MAN — BARRY WHITE — 20th Century
44 ONCE UPON A TIME — DONNA SUMMER — Casablanca
45 NATALIE . . . LIVE! — NATALIE COLE — Capitol
46 RAYDIO — RAYDIO — Arista
47 FANTASY LOVE AFFAIR — PETER BROWN — Drive/TK
48 LIVE AT THE BIJOU — GROVER WASHINGTON, JR. — Motown
49 ONCE UPON A DREAM — ENCHANTMENT — Roadshow
50 SUNBEAM — EMOTIONS — Columbia







## 70p 7M Rotation 1978

## Female

- Linda Ronstadt
- **Carly Simon**
- **Emmylou Harris**
- Laura Nyro
- Joni Mitchell
- Rita Coolidge
- Wendy Waldman 7

1 Bruce Springsteen

Jimmy Buffett

Peter Gabriel

Van Morrison

Eric Clapton

Billy Joel

Al Stewart

2 Bob Seger And The

Silver Bullet Band

8 Carole King



## New Male

- **Nick Lowe** 1
- **Moon Martin**
- 4 Doucette
- The Tom
- David Gilmour
- Ian Dury

### 10 Kenny Loggins

## Groups

Male

3

4

5

6

8

q

- 1 Boston
- Jefferson Starship
- Wings
- 4 The Moody Blues 5 Styx
- 6
- The Atlanta Rhythm Section

The Alan Parsons Project

- 7 The Who
- Bob Dylan 8
- 9 Queen
- 10 Heart



New Female

Nicolette Larson

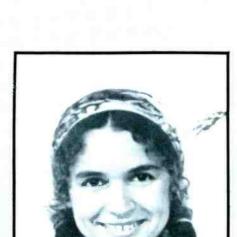
Genya Ravan

**Bonnie Tyler** 

- **Bob Weir**
- Robinson Band
- Gerry Rafferty

## **New Groups**

- Sea Level
- **Player**
- Exile
- 4 Toto
- 5 **British Lions**
- Dire Straits 6
- 7 Fotomaker
- Room Full Of Blues 8
- The Cars
- 10 Louisiana's Le Roux



## Duos

- Daryl Hall And John Oates
- 2 Dan Fogelberg/Tim Weisberg
- Sanford And Townsend
- Brian Auger And Julie Tippetts

## **New Duos**

1 The Tarney/Spencer Band

## Jazz

- Jean-Luc Ponty 1
- 2 **Chuck Mangione**
- 3 George Benson
- Al DiMeola
- Passport
- The Crusaders
- 7 Chuck Mangione

## Soundtracks

- 1 Sgt. Pepper's Lonely Hearts Club Band
- 2 FM
- 3 The Last Waltz
- Children Of Sanchez



## Singer-Songwriter Duos

- Steely Dan
- Ashford & Simpson
- **Daryl Hall & John Oates**
- England Dan & John Ford Coley
- 5 Seals & Crofts

## Male Singer-Songwriter

- 1 Billy Joel
- 2 Paul McCartney
- 3 Gerry Rafferty
- Bob Seger
- 5 Eric Clapton

## Female Singer-Songwriter

- Carly Simon 1
- Joni Mitchell
- **Dolly Parton**
- Phoebe Snow
- Alicia Bridges

## Jazz-Rock Fusion Artists

- Steely Dan
- **Weather Report**
- **Chuck Mangione**
- Return To Forever
- The Crusaders

## Multi-Format Artists

- 1 Steely Dan
- 2 Dolly Parton
- George Benson
- Chuck Mangione Alicia Bridges

## TRI PLE Th

Stylus P7-10030R1

One of Australia's best kept secrets offers some of the slickest pop/rock to hit these shores in years!

## "Omniverse" P7-1002881 Fresh

Individually they have played with such diverse acts as Buddy Miles, America and Miles Davis. Collectively they play rock'n' roll that's out of this world!

## Featuring Stoney & Meatloaf

A musical look at where it all began:



On Prodigal Records & Tapes

## Jazz Award Winners

## Soloists

- **Chuck Mangione**
- **George Benson**
- Grover Washington, Jr.
- Roy Ayers 4
- 5 Joe Sample
- Jean-Luc Ponty
- **Bob James**
- 8 Quincy Jones
- 9 Gato Barbieri
- 10 Ramsey Lewis
- Stanley Clarke 11
- Herbie Hancock 12
- 13 **Hubert Laws**
- Al DiMeola 14
- Noel Pointer 15
- Chick Corea 16
- 17 Maynard Ferguson
- Deodato
- Stanley Turrentine 19
- Tom Scott 20
- John Klemmer 21
- 22 Freddie Hubbard
- Fric Gale 23
- Lonnie Liston Smith
- 25 Keith Jarrett

## Vocalists

- George Benson 1
- George Duke
- Earl Klugh 3
- Norman Connors
- Michael Henderson
- Al Jarreau
- Dee Dee Bridgewater
- Ray Charles
- 9 Flora Purim

## Groups

- Crusaders
- **Blackbyrds** 2
- **Weather Report** 3
- Passport
- 5 Seawind
- VSOP 6
- Caldera
- 8 Brecker Brothers
- 9 Spyro Gyra
- 10 Jeff Lorber Fusion

## **Best New Groups**

- **Jeff Lorber Fusion**
- Spyro Gyra 2
- **Auracle**
- Headhunters
- **Ubiquity Starbooty**

## **Best New Artists**

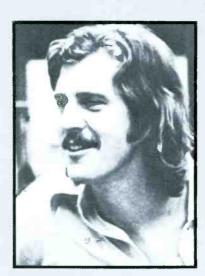
- **Michael Franks**
- **Larry Cariton**
- **David Spinozza** 3
- 4 Bobby Lyle 5 Ronnie Foster
- 6 Eddie Henderson
- 7 Wilbert Longmire





## Duos

- Gil Scott-Heron/Brian Jackson
- Herb Alpert/Hugh Masakela
- Larry Coryell/Steve Khan
- Brian Auger/Julie Tippetts
- Stan Getz/Jimmy Rowles



## Solists — Longest Charted

- 1 George Benson In Flight Warner Bros.
- Chuck Mangione Feels So Good A&M
- George Benson Weekend In L.A. Warner Bros.
- Jean-Luc Ponty Enigmatic Ocean Atlantic
- Joe Sample Rainbow Seeker ABC
- Stanley Clarke Modern Man Nemperor/CBS
- Bob James Heads Tappan Zee/Columbia
- Grover Washington, Jr. Live At The Bijou Motown
- Tom Scott Blow It Out Ode/Epic 9
- 10 Gato Barbieri Ruby, Ruby A&M

## Groups — Longest Charted

- Weather Report Heavy Weather Columbia
- Crusaders Free As The Wind Blue Thumb/ABC
- Caldera Sky Islands Capitol
- Roy Ayers Lifeline Polydor
- 5 Black Byrds Action Fantasy

## Vocalists — Longest Charted

- George Benson In Flight Warner Bros.
- Al Jarreau Live In Europe/Look To The Rainbow -Warner Bros.
- George Benson Weekend In L.A. Warner Bros.
- Gil Scott-Heron/Brian Jackson Bridges Arista
- 5 Patti Austin Havannah Candy CTI

## 1978 Was A Banner Year For All Categories Of Jazz Music

by Bob Porter

This was a banner year for jazz; more jazz records were recorded, pressed and sold than in any previous year. It was a year with few discernable trends; but, if there was one lesson to be learned from 1978, it was the fact that great musicians should play with great musicians more frequently. Nowhere was this more obvious than on the touring circuit. The two-piano team of Chick Colea and Herbie Hancock had an extremely good tour early in the year, but it was the Milestone Jazz-Stars, featuring Sonny Rollins, McCoy Tyner and Ron Carter, that was the major event of its kind. And to top it all, jazz was played at the White House, and the all-star concert, broadcast nationwide by National Public Radio. demonstrated again the high quality of music that can be produced when top jazzmen flay together.

It was a good year for veteran performers. Musicians such as Arnett Cobb, Illinois Jacquet, Eddie Vinson, Helen Humes, Jimmy Rowles, Hank Jones, Gerry Mulligan, Buck Clayton, Jay McShann, Red Garland, Al Gray, Jimmy Forrest, Willis Jackson, Johnny Griffin, Pepper Adams, Red Rodney, Art Pepper, Wild Bill Davison and Woody Herman all achieved personal triumphs during the year and were generally more active and better accepted than in previous years.

Yet, there are two jazzmen for whom 1978 was a real milestone: Dexter Gordon and Lioned Hampton. Gordon continued to establish himself as a major force. Beginning with his return to New York, Gordon has become the focal point of the acoustic jazz revival. Sellout appearances and escalating record sales (to the point where jazz chart action is expected on each new LP) and poll victories all demonstrate that Dexter Gordon is right now at the peak of his caree:

If Gorcon had a rival for top honors in 1978, it would have to be his old boss, Lionel Hampton. The activity and boundless energy of this great man were on worldwide display this year. Tours of Europe and South America brought SRO crowds and domestic tributes in Boston, New York and at the White House, serving once again to remind us of Hampton's timeless talent. During 1978, Lionel Hampton thad at least seventeen new LPs on the market, which has to be some kind of record!

It was a year of solid breakthroughs for many younger artists. Steve Kahn, Pat Metheny, David Spinozza, Wilbert



MANGIOUE A SMASH — A&M recording artist Chuck Mangione smashed his way into a 4' by 6' glass container on the A&M soundstage recently to receive his gold and platinum copies of his "Feels So Good" record.

Longmire and Larry Carlton are all guitarists who have had varying degrees of exposure in the past, yet each found a substantial audience in 1978. Joe Sample scored one of the year's biggest sellers with his "Rainbow Seeker" LP, and it was his very first venture away from the Crusaders. Ralph MacDonald is everyone's favorite percussionist, and he also scored heavily with his first solo LP, "The Path." Jeff Lorber's second Inner City album, "Soft Space," scored a big hit — the biggest in his company's history.

Midas Touch

Yet, in terms of breakthroughs, 1978 really belonged to one man. This was the year that Chuck Mangione found the Midas touch: Everything he recorded seemed to turn to gold (and platinum). His album, "Feels So Good," was the biggest jazz LP of the year, and the title track was a millionselling single. His followup album, "Children Of Sanchez," was another smash. Chuck's polished, melodic improvisations reached the ears of millions of Americans in 1978.

Were it not for Mangione, it would certainly have been yet another great year for George Benson. His earlier albums, "Breezin' " and "In Flight," continued to be strong chart performers right through most of the year, and his live album, "Weekend In L.A." was the top-selling jazz album for thirteen weeks, longer than any other single LP.

Grover Washington, Jr. had two number one LPs during the year: "Live At The Bijou" and "Reed Seed." Most significant in Grover's case was his ability to continue his solid success using his own working band, without the excessive studio trimmings that were so prevalent in the past.

The Crusaders scored in a number of ways. "Images" was their biggest LP to date, while keyboard man Joe Sample stepped out on his own with one of the year's top LPs. Saxophonist Wilton Felder has now come forth with his hot new LP, and we are told that Stix Hooper will soon follow with his first solo effort.

Quincy Jones had another smash with "Sounds. . . And Stuff Like That," which topped the jazz chart for six weeks, Quincy manages to stay abreast of all new developments and integrate them into his own highly personal sound.

Producer/keyboard stylists Bob James ("Heads") and George Duke ("Reach For It") were the other artists who achieved the number one spot in jazz sales during the year.

### Varieties Of Fusion

Fusion music continued to dominate jazz in terms of overall appeal, yet there were many and varied types of fusion. Links with classical music, pop\_R&B, rock, disco, Latin — there was a little bit of everything involved. Yet it was also a year when many top fusion stars felt the impact of the acoustic jazz revival. Freddie Hubbard, Chick Corea, John Klemmer, Stanley Turrentine and many others went back to basics for much of their inspiration this year. Perhaps the next fusion trend will be jazz-jazz!

The traditional blues market was largely the domain of tiny independents such as Alligator, Big Town, Trix, Blind Pig, Delmark, Music Is Medicine, Joliet and Blues Spectrum, although Tomato had solid blues releases and Fantasy's revival of the Stax line produced some excellent blues.

The reissue activity continued unabated, although the field suffered some casualties in addition to welcoming some returnees. The Emarcy series disappeared: RCA discontinued much of its Bluebird catalog; and

continued on page 75



## Solists — Highest Debuts

- Chuck Mangione Children Of Sanchez A&M
- George Benson Weekend In L.A. Warner Bros.
- Herbie Hancock Sunlight Columbia
- Grover Washington, Jr. Reed Seed Motown
- 5 Al DiMeola Casino Columbia
- Billy Cobham Inner Conflicts Atlantic
- Donald Byrd Thank You For F.U.M.L. (Funking Up My Life) - Elektra
- 8 Freddie Hubbard - Super Blue - Columbia
- Hubert Laws Say It With Silence Columbia
- 10 Tom Scott Intimate Strangers Columbia

## Vocalists — Highest Debuts

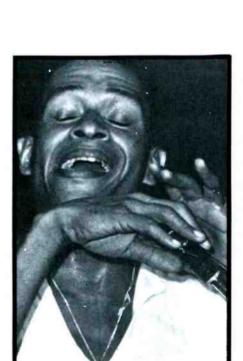
- 1 George Benson Weekend In L.A. Warner Bros.
- George Duke Don't Let Go Epic 2
- Roy Ayers You Send Me Polydor
- Al Jarreau All Fly Home Warner Bros.
- Flora Purim Everyday/Everynight Warner Bros.
- Norman Connors This Is Your Life Buddah/Arista
- Roy Ayers Let's Do It Polydor

## Duos — Highest Debuts

- Larry Coryell/Steve Khan Two For The Road Arista
- Gil Scott-Heron/Brian Jackson Secrets Arista
- Brian Auger/Julie Tippetts Encore Warner Bros.
- Herb Alpert/Hugh Masakela Herb Alpert/Hugh Masakela — A&M
- Stan Getz/Jimmy Rowles Peacocks Columbia

## Groups — Highest Debuts

- Weather Report Mr. Gone ARC/Columbia
- The Crusaders Images ABC
- Return To Forever Return To Forever Live Columbia
- Passport Sky Blue Atlantic
- Tim Weisberg Band Rotations United Artists
- Pat Metheny Group Pat Metheny Group Warner Bros.
- Brecker Brothers Heavy Metal Be-Bop Arista
- 8 Ubiquity Starbooty — Elektra
- Head Hunters Straight From The Gate Head Hunters
- Caldera Time And Change Capitol





Jazz Award Winners

## 70p Jazz Albums

- FEELS SO GOOD CHUCK MANGIONE A&M
  WEEKEND IN L.A. GEORGE BENSON Warner Bros.
  LIVE AT THE BIJOU GROVER WASHINGTON, JR. Kudo/Motown
  RAINBOW SEEKER JOE SAMPLE ABC
  HEADS BOB JAMES Tappan Zee/Columbia
  IMAGES CRUSADERS Blue Thumb/ABC
  SOUNDS ... AND STUFF LIKE THAT QUINCY JONES A&M
  MODERN MAN STANLEY CLARKE Nemperpor/CBS
  TEQUILA MOCKINGBIRD RAMSEY LEWIS Columbia
  SUNLIGHT HERBIE HANCOCK Columbia
  ACTION BLACKBYRDS Fantasy
  REACH FOR IT GEORGE DUKE Epic
  DON'T LET GO GEORGE DUKE Epic
  SAY IT WITH SILENCE HUBERT LAWS Columbia
  YOU SEND ME ROY AYERS Polydor
  CASINO AL DI MEOLA Columbia
  HOLD ON NOEL POINTER UA
  COSMIC MESSENGER JEAN-LUC PONTY Atlantic
  ENGIMATIC OCEAN JEAN-LUC PONTY Atlantic
  ENGIMATIC OCEAN JEAN-LUC PONTY Atlantic

- CHILDREN OF SANCHEZ CHUCK MANGIONE A&M
  TROPICO GATO BARBIERI A&M
  LOVE ISLAND DEODATO Warner Bros.
  RUBY, RUBY GATO BARBIERI A&M
  MAGIC IN YOUR EYES EARL KLUGH UA
  ARABESQUE JOHN KLEMMER ABC
  SECRETS GIL SCOTT HERON & BRIAN JACKSON Arista
  REED SEED GROVER WASHINGTON, JR. Motown
  FREESTYLE BOBBI HUMPHREY Columbia
  THIS IS YOUR LIFE NORMAN CONNORS Arista
  MULTIPLICATION ERIC GALE Columbia
  LOVELAND LONNIE LISTON SMITH Columbia
  BLOW IT OUT TOM SCOTT Ode/Epic
  THE PATH RALPH MacDONALD Mariin/TK
  LOVE WILL FIND A WAY PHAROAH SANDERS Arista
  MR. GONE WEATHER REPORT Columbia
  SUPER BLUE FREDDIE HUBBARD Columbia
  MONTREUX SUMMIT (VOLUME ONE) VARIOUS ARTISTS Columbia
  IN THE NIGHT MICHAEL HENDERSON Arista
  FRIENDS CHICK COREA Polydor

## 1978 Was A Banner Year For All Categories Of Jazz Music

there was little reissue activity at CBS this year. Still, Prestige, Milestone, Savoy and Verve continued to serve the interests of vintage collectors. If the Chess series finally stopped, Barnaby-Candid picked up the slack. Delmark continued to mine its own catalog as well as that of United. There was no activity at MCA, yet Pickwick (via its Quintessence label) leaped into the breach with a strong initial surge. Warner Brothers produced only a six-LP Charlie Parker box and a double album from the same source. Yet ABC, with its Dedication Series, bowed a strong new entry, and Pacific Jazz was reactivated by United Artists. Blue Note and Bethlehem each produced strong fall releases, while King, Biograph, Musicraft and GNP/Crescendo produced occasional good-quality releases. Much of the reissue activity has shifted to direct mail operations such as The Smithsonian Institute, Time-Life, Nostalgia Book Club and Book-Of-The-Month Club.

The avant garde was pursued vigorously by Arista/Novus, Nessa, Indian Navigation. Improvising Artists and several smaller labels with varying degrees of success.

While 1978 did not develop an obituary list approaching the cataclysmic year of 1977, a number of splendid musicians passed away during the year, including Joe Venuti, Irene Kral, Bill Jennings, Teddy Hill, Joe Marsal, Gregory Herbert, Jimmy Nottingham, Frank Rosolino, Lennie Tristano, Harold "Money" Johnson, and Larry Young and Don Ellis

### Leading Jazz Labels

In terms of label involvement. CBS continued to lead the way. Columbia, Epic, Tappan Zee and other Associated Labels accounted for more jazz artists on the

records sold than any other. Columbia, which also has the largest roster of jazz artists, continued to broaden and deepen its ties to the acoustic revival by bringing Woody Shaw and the Heath Brothers band into the fold. Chart artists on CBSdistributed labels included: Bob James. George Duke, Ramsey Lewis, Maynard Ferguson, Tom Scott, Billy Cobham, Dexter Gordon, Weather Report, Steve Kahn, Eric Gale, Freddie Hubbard, Stan Getz, Alphonso Johnson, Hubert Laws, Dexter Wansel, Lonnie Liston Smith, Mark Colby, John McLaughlin, Bobbi Humphrey, the CBS All-Stars, Wilbert Longmire, Stanley Clarke, Ronnie Foster, Woody Shaw, Bobby Hutcherson, Return To Forever, Herbie Hancock and Al Dimeola. An im-

pressive performance.

Yet the CBS dominance in this field is not as great as it was. WEA labels have made substantial inroads. A distribution deal with ECM added clout, and Warner Brothers, Atlanta and Elektra/Asylum each have jazz programs in progress. WEA chart artists were Keith Jarrett (ECM), George Benson (Warner Brothers), Ralph Towner (ECM). Al Jarreau (Warner Brothers), Pat Metheny (ECM), Dee Dee Bridgewater (Elektra), Lenny White (Elektra), Ubiquity (Elektra-Asylum), Terje Rypdal (ECM), John Handy (Warner Brothers), Deodato (Warner Brothers), Kenny Wheeler (ECM), Michael Franks (Warner Brothers), Passport (Atlantic), Herbie Mann (Atlantic), David Sanborn (Warner Brothers), Flora Purim (Warner Brothers), Lee Ritenour (Elektra), Charles Mingus (Atlantic), Don Ellis (Atlantic), Larry Carlton (Warner Brothers), Sonny Fortune (Atlantic), Jean Luc-Ponty (Atlantic), Joe Farrell (Warner Brothers) Lee Oskar (Elektra), Gary Burton (ECM), Ray Barretto (Atlantic), Patrice Rushen (Elektra), and Donald Byrd (Elektra). With a few notable exceptions, these artists joined WEA within the past three years, so the jazz outlook at WEA is very positive these days.

A&M has shown remarkable success in the jazz field, working with a very select roster of artists. A philosophical change of direction in the A&M/Horizon label began to prove fruitful as the year progressed. Among the hit jazz acts at A&M during 1978 were Chuck Mangione, Gato Barbieri, Herb Alpert-Hugh Masekela, David Spinozza, Quincy Jones, Gap Mangione and Les McCann.

Fantasy/Prestige/Milestone added Stax to its name during 1978 and continued to have across-the-board success in the jazz field. F/P/M/S continued very strong in the acoustic as well as fusion areas, with new releases and reissues. The biggest stars on F/P/M/S for 1978 were: Bill Evans, McCoy Tyner, Blackbyrds, Stanley Turrentine, Bill Summers, Gal Tjader, Sonny Rollins, Flora Purim, Ron Carter and Idris Muhanimad. Fantasy also brought forth another label during the year, Galaxy, which presented

straight-ahead jazz. Arista found solid sales in the fusion area via its own acts and its arrangement with Buddah.

### **Critical Sensation**

In addition to its ongoing ties with Freedom and Savoy, Arista bowed the Novus line this year with new artists such as Warren Bernhart and the band which proved the critical sensation of the year. Arista artists represented on the jazz chart this year were: Gil Scott-Heron, Larry Coryell-Steve Khan, Harvey Mason, The Connors, Michael Henderson (Buddah) and the Brecker Brothers. Late in the year, Arista debuted the GRP label under the strong production team of Dave Gusin-Larry Rosen.

Phonogram had several strong acts and considerable activity in the field on both Polydor and Mercury. Artists who hit big during the year were: Dave Grusin (Polydor), Charles Earland (Mercury), Bennie Maupin (Mercury), Jean-Michel Jarre (Polydor), Roy Ayers (Polydor), Wayne Henderson (Polydor), Chuck Mangione (Mercury), Chick Corea (Polydor), Jimmy Smith (Mercury) and Esther Phillips (Mer-

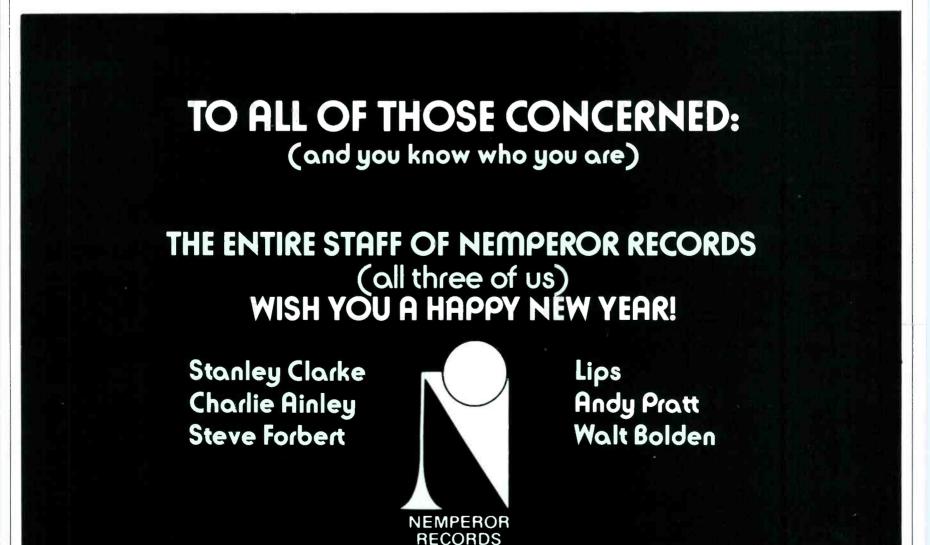
ABC continued its long commitment to jazz via its new reissue program and the solid support of several hit acts such as the Crusaders, Joe Sample, John Klemmer, Blue Mitchell, Keith Jarrett and Wilton Felder.

The newly emerging jazz division at Capitol brought forth a number of steady performers, including Bobby Lyle, Caldera, Gary Bartz, Raul de Souza and Eddie Henderson.

The once mighty United Artists roster has thinned out considerably, but five major acts continue (Earl Klugh, Noel Pointer, Tim Weisberg, Ronnie Laws and Horace Silver); and, via Pacific Jazz and Blue Note, UA continues to be a force in the reissue

CTI/Kudu had its share of problems during the year but still managed to hit significantly with Patti Austin, Nina Simone, Seawind and Idris Muhammed. At year's end, there were signs of the label's rebirth.

Down in Florida, TK Productions was (continued on page 112)



## Gospel Award Winners



## Gospel-Inspirational

## Male Vocalists

- 1 B.J. Thomas
- 2 Keith Green
- 3 Jimmy Swaggart

## Female Vocalists

- 1 Evie Tournquist
- 2 Reba
- 3 Pam Mark

## **Vocal Groups**

- 1 Bill Gaither Trio
- 2 Dallas Holm & Praise
- 3 Maranatha Singers
- 4 Candle
- 5 2nd Chapter Of Acts

## Vocalists — Longest Charted

- 1 Evie Tournquist
- 2 B.J. Thomas
- 3 Keith Green
- 4 Evie Tournquist
- 5 Bill Gaither Trio
- 6 Dallas Holm & Praise
- 7 Pam Mark
- 8 Maranatha Singers

## Gospel-Spiritual

## Male Vocalists

- 1 Walter Hawkins
- 2 James Cleveland
- Rev. Maceo Woods

## Female Vocalists

- 1 Shirley Caesar
- 2 Myrna Summers
- 3 Sara Jordan Powell

## **Vocal Groups**

- 1 Andrae Crouch & The Disciples
- 2 Gospel Keynotes
- 3 Mighty Clouds Of Joy
- 4 Sensational Williams Brothers
- 5 Pilgrim Jubilee Singers

## Vocalists - Longest Charted

- 1 Walter Hawkins
- 2 Shirley Caesar
- 3 James Cleveland
- 4 Gospel Keynotes
- Andrae Crouch & The Disciples
- 6 Rev. Brunson & The Thompson Community Church Choir





## East Coastings/Points West: 1978 In Review

in L.A. The 15-8 defeat meant the Stone would contribute \$5,000 to a UNICEF fund and allow the Eagles to write the Rolling Stone story of the game.

JUNE
LONG LOST ARTISTS REVISITED -Bruce Springsteen finally returned to the charts three years after "Born To Run" was released with his new "Darkness On The Edge Of Town" LP . . . Sly Stone was reportedly talking over a possible deal with Warner Bros. ... Elton John announced he would be working with a new lyricist for his first album in two years. His collaboration with Gary Osborne would be the first time he had written without his perennial partner Bernie Taupin . . . Bob Dylan surprised just about everyone with his shows at the Universal Amphitheatre which kicked off his 1978 U.S. tour. His "Las Vegas approach" and the way he rearranged several of his classics were at the forefront of a new im-Johnny Rivers and his Soul City label parted company with Atlantic records Les Khan, the man behind several postmortem Jimi Hendrix releases went to work on more unreleased tapes for a future album.

SOUL MEN - The Blues Brothers, aka John Belushi and Dan Aykroyd, said they would shortly cut an album and embark on a for-real tour, rather than just sticking to cameo shots on "Saturday Night Live" . . . Don Kirshner celebrated the fifth anniversary of his "Rock Concert" with a show featuring Fleetwood Mac, Elton John, Billy Joel, Kansas and on and on ... The

high points was a sizzling July 4th show at the Forum, in Los Angeles, while the Stones drew a turn-away crowd of over 100,000

who broke through in July were the Cars, who had a hit single and album the first time out, and Van Halen, who proved they were a

Top 10 Albums

Champagne Jam — Atlanta Rhythm Section — (Polydor)

The Cars — (Elektra/Asylum)
This Years Model — Elvis Costello — (Columbia)

Departure From The Northern Wasteland — Michael Hoening — (Warner Bros.)

The Very Best of Bird — Charlie Parker — (Warner Bros.) Wanted — Richard Pryor — (Warner Bros.)

Some Girls — The Rolling Stones — (Rolling Stones/Atlantic)

Stranger In Town — Bob Seger — (Capitol)

Darkness On The Edge Of Town — Bruce Springsteen — (Columbia)

- Weather Report — (Columbia) Mr. Gone -

-Charles Paikert

outside at J.F.K. Stadium in Philadelphia. Both acts battled for acclaim in the rock media, with Springsteen probably coming out on top. And the excitement was infectious — the old champs on the comeback after their most successful album and single in years, and the new contender injecting a vitality and sense of urgency on stage the likes of which rock has not seen Mick Jagger?

LET'S GO TO THE MOVIES - Rock and roll came to the movies in a big way in July, as both "The Buddy Holly Story" and "Animal House" opened in theatres across the country. Gary Busey won rave reviews for his outstanding performance as Holly,

touring act to be reckoned with.

ODD PAIRINGS — Some odd couples of

the month — Joni Mitchell was in New York to cut some tracks for her next album, and while she wrote the lyrics, jazz great Charles Mingus provided the music .... Graham Parker's band, the Rumour,

played with Carlene Carter Aerosmith chose to play the Starwood in L.A. under a pseudonym — Dr. Jones and

the Interns

SCATTERED SEGMENTS - All the Gibb Brothers got together for the first time on stage in Miami . . . Elvis Presley, it was disclosed, wrote to the FBI in 1970, asking that he be made an informer to combat the evil influence of the Beatles et. al. Records was welcomed by Bob Summer to the RCA family with a huge bash at Studio Ray Charles released a candid autobiography ... Steely Dan signs with Warner Brothers ... Peter Frampton was seriously injured in a car accident. the Newport Jazz Festival was a resounding hit in New York

Top 10 Albums

Border Affair — Lee Clayton — (Capitol) Ain't Living Long Like This — Rodney Crowell — (Warner Bros.)

Street-Legal — Bob Dylan — (Columbia)

I've Always Been Crazy — Waylon Jennings — (RCA)

Stardust — Willie Nelson — (Columbia)

Bruised Orange — John Prine — (Elektra/Asylum) Darkness On The Edge Of Town — Bruce Springsteen —

(Columbia)

Expressions — Don Williams — (ABC)
Comes A Time — Neil Young — (Warner Bros.)

No Place To Fall — Steve Young — (RCA)

- Bob Campbell

National Afro-American Philadelphia Orchestra debuted at the Philadelphia Academy of Music in what was said to be the first musical performance by a fullsized symphony of qualified black instrumentalists in a major concert hall . Johnny Rotten was reportedly forming a new band in England . . . Rod Stewart got caught in a shooting spree during a restaurant robbery while in Buenos Aires for the World Soccer championship. He decided to go back to England and watch it

IN THE BIZ - MCA was rumored to be in the process of setting up a separate WEAlike distribution company to distribute MCA Records and its affiliated labels . . . Rumors continued to circulate that Record Bar president Barrie Bergman and former ABC VP Barry Grieff would form their own label Plans were revealed for a July 4 concert in Leningtad featuring the Beach Boys. Joan Baez and Santana. The concert would be produced by Bill Graham and recorded for future release by CBS Records. The plan was part of a cultural exchange between the U.S. and U.S.S.R. Within a matter of weeks, however, the Russian government called it off.

JULY
TOUR-RAMA — July is usually synonymou's with touring, and July 1978 will be remembered for two spectacular tours in particular - those by Bruce Springsteen and the Rolling Stones. Among Bruce's

and John Belushi's cries of "Toga! Toga! Toga!" set the scene for a wild early sixties party in "Animal House" with knock-out rock and roll music. While "The Buddy Holly Story" was criticized by some for its than authentic portrayal of certain events and characters, it nevertheless was a box office hit, and managed to convey a sense of rock's joyous essence, thanks largely to Busey.

TOUR TROUBLE - Getting back to the tour scene, there was some disharmony in Furope, specifically Russia and Germany. In Russia, thousands of young people milled angrily around Leningrad's historic Palace Square on July 4th, refusing to disperse when they were told that a rock concert featuring Santana, the Beach Boys, and Joan Baez had been cancelled. Scores of arrests were reported .... Deutschland, an angry group of would-be concertgoers began to riot when the Jefferson Starship didn't show up at a scheduled gig outside Frankfurt because Grace Slick's voice was bothering her. Approximately \$300,000 worth of the Starship's equipment was destroyed.

THE WHOLE WORLD IS WATCHING

The music business' huge numbers in '78 prompted many in the business world to take notice, and one indication of the renewed interest was a lengthy article in Forbes Magazine. Among those profiled were Robert Stigwood, Steve Leber and David Krebs, Billy Joel and Boston.

**CRASHING THE CHARTS** — Two groups

 $\begin{array}{c} \textbf{AUGUST} \\ \textbf{DISCO RADIO} & - \text{This is the month that} \end{array}$ New York radio station WKTU-FM switched from a "mellow rock" format to 24-hour disco programming. Consultant Kent Burkhart fine-tuned the format, along with Wanda Ramos, who came over from New York's number one black station, WBLS-FM. Before the end of the month, it seemed that WKTU, "Disco 92," was blasting out of every portable radio on the steamy summer streets. In fact, the sudden popularity of the station became so widespread, going way beyond the "black" market, that many record business promotion men and executives admitted they were completely taken by surprise, adding they had "never seen anything like it.

MUSIC BUSINESS IS BIG BUSINESS -The spotlight on the business just kept on glaring. Robert Stigwood has dubbed a gen-u-ine "rock tycoon" by *Newsweek* mag, who put the Austrailan Wonder on their cover. Of course, Stigwood's phenomenal success with the films "Saturday Night Fever" and "Grease" didn't hurt

producer made such waves"... Then there "The Record Industry: How To Spin Gold," published in the prestigious Los Angeles Times. The emphasis was on the record business' \$3.5 billion year in 1977, as opposed to the film industry's \$2.4 billion gross the same year. The point being, of course, that Hollywood glamour now means recording stars, just as much as movie stars ... However, with bigness comes outside pressure, and exactly that was applied by a group called Women Against Violence Against Women, who protested the industry's depiction of women on album covers and ads as degrading. The Rolling Stones were a primary target of the group because of their lyrics and the artwork used for the old 'Black And Blue" album. Responded Mick Jagger, "Most of those songs are really silly, they're pretty immature. Any bright girl would understand that. If I were gay I'd say the same things about guys or other girls." DYLAN REMEMBERS ELVIS — On the first anniversary of Elvis Presley's death, Bob Dylan had some interesting comments: Upon hearing of the El's death, Bob says, "I had a breakdown! I broke down one of the very few times. If it wasn't for Elvis and Hank Williams, I couldn't be doing what I do today.

as Newsweek declared that "not since the

cigar chomping days of Mike Todd has a

DISCO BEAT AS SUBVERSIVE IN-**FLUENCE** — Reports came to this country that Communist party officials in East Germany are baffled by the behaviour of the country's youth. One report described young men kneeling on the floor of an open air discotheque and pounding the concrete with their bare hands." Get down? WHO RETURN — The Who finally came out with a new album, "Who Are You?" Pete Townshend compared the album to their 1971 classic, "Who's Next?" The group also announced that "Quadrophenia" was being made into a movie, as is "The Kids Are Allright," the story of the Who.

pending re-emergence of Van Morrison, who signed a management deal with Bill Graham Elvis Costello's jam with Delbert McClinton at the Lone Star Cafe The news that Phil Walden is going to make a movie about the life of Otis Redding Alice Cooper's new musical partnership with Bernie Taupin ... and Frankie "Grease is The Word" Valli's statement that "I like what's happening in the music business right now. There's a lot

AND LET'S NOT FORGET - The im-

SEPTEMBER
BROKEN AND MENDED — Breakups, reunions and returns dominated the news in September. Starting with the breakups -Television, the critically acclaimed "new wave" band from New York who recorded two albums for Elektra, disbanded. Leader Tom Verlaine expected to go solo . . . Be-Bop Deluxe, Capitol recording artists, called it quits, but lead guitarist Bill Nelson expected to sign with the label fronting his

Top 10 Albums

The Cars — (Elektra/Asylum) This Years Model — Elvis Costello — (Columbia) Instant Replay — Dan Hartman — (Blue Sky/Epic)

Double Fun — Robert Palmer — (Island)

Life Is A Song Worth Singing — Teddy Pendergrass — (Philadelphia International)

City To City — Gerry Rafferty — (United Artists)

Some Girls — Rolling Stones — (Rolling Stones/Atlantic)

Live & More — Donna Summer — (Casablanca)

New Dimensions — Three Degrees — (Ariola) Fly Away — Voyage — (Marlin/TK)

Peter Hartz

## Classical Winners

## Orchestral/Electronic

GREATEST HITS OF 1720 — Columbia
PACHELBEL: KANON; FASCH — TWO SINFONIAS — RCA
WILLIAMS: STAR WARS & CLOSE ENCOUNTERS — London
BEETHOVEN: THE COMPLETE SYMPHONIES — DG
TOMITA: KOSMOS — RCA
WAGNER: ORCHESTRAL EXCERPTS — London

HOLST: THE PLANETS — RCA
TCHAIKOVSKY: SYMPHONY NO. 6 — London
RAVEL: BOLERO — London

MAHLER: SYMPHONY NO. 9 - DG

## Operatic/Choral

GERSHWIN: PORGY & BESS — RCA
DONIZETTI: LA FAVORITA — London
VERDI: LA TRAVIATA — DG
VERDI: REQUIEM — RCA
PUCCINI: LA FANCIULLA DEL WEST — DG
LEHAR: THE MERRY WIDOW — Angel
VERDI: IL TRAVATORE — London
VERDI: IDUE FOACARI — Philips
CILEA: ADRIANA LECOUVRER — Columbia
STRAUSS: SALOME — Angel

STRAUSS: SALOME - Angel

## Solo/Duos Vocalists

SUTHERLAND/PAVAROTTI: OPERATIC DUETS — London PAVAROTTI: BRAVO PAVAROTTI — London PAVAROTTI: HITS FROM LINCOLN CENTER — London THE GREAT PAVAROTTI — London

LEONTYNE PRICE: PRIMA DONNA/VOLUME 4 — RCA

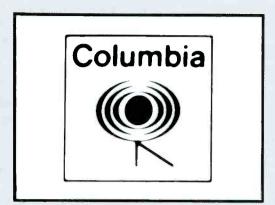
## Solo Instrumental/Chamber Music

BOLLING/RAMPAL — SUITE FOR FLUTE AND JAZZ PIANO — Columbia RAMPAL: JAPANESE MELODIES FOR FLUTE AND HARP — Columbia HOROWITZ: GOLDEN JUBILEE RECITAL — RCA

NYIREGYHAZI PLAYS LISZT — Columbia JOHN WILLIAMS & FRIENDS — Columbia

## Concertos

RACHMANINOFF: PIANO CONCERTO NO. 3 — RCA
RACHMANINOFF: PIANO CONCERTO NO. 3 — Columbia
ELGAR: CELLO CONCERTO/ENIGMA VARIATIONS — Columbia
BACH: BRANDENBURG CONCERTOS — ABC
DVORAK/SAINT SAENS: CELLO CONCERTOS — Angel



RC/I Records and Tapes



## Classical Albums

Greatest Hits of 1720 — Columbia

Bolling/Rampal: Suite for Flute and Jazz Piano — Columbia Horowitz: Rachmaninoff Piano Concerto No. 3 — RCA Pachelbel: Kanon: Two suites/Fasch: Two Sinfoinias — RCA Rampal: Japanese Melodies for Flute and Harp — Columbia Horowitz: Golden Jubilee Recital — RCA Williams: Star Wars & Close Encounters — London Beethoven: The Complete Symphonies — DG

Sutherland/Pavarotti: Operatic Duets — London Gershwin: Porgy & Bess — RCA
Donizetti: La Favorita — London
Verdi: La Traviata — DG
Tomita: Kosmos — RCA

Nyireghyazi Plays Liszt — Columbia Verdi: Requiem — RCA Wagner: Orchestral Excerpts — London

Rachmaninoff: Concerto No. 3 — Columbia Holst: The Planets — RCA

Puccini: La Fanciulla Del West — DG

Pavarotti: Bravo Pavarotti! — London

Lehar: The Merry Widow -- Angel

Pavarotti: Hits From Lincoln Center — London Verdi: Il Travatore — London

Verdi: Il Travatore — London
Tchaikovsky: Symphony No. 6 — London
Ravel: Bolero — London
The Great Pavarotti — London
Mahler: Symphony No. 9 — DG
Mahler: Symphony No. 2 — DG
Leontyne Price: Prima Donna/Volume 4 — RCA

Mahler: Symphony No. 1 — DG
Stravinsky: Rite of Spring — Columbia
Verdi: I Due Foscari — Philips
Maria Callas: La Divina — Angel

Cilea: Adriana Le Couvreur — Columbia

Strauss: Salome — Angel Gounod: Faust — RCA

36.

Dvorak: Symphony No. 9 — DG
Elgar: Cello Concertos Op. 85/Enigma — Columbia
John Williams & Friends — Columbia

Bach: Brandenburg Concertos — ABC

## Irwin Katz Believes Young People Are Key To Expanding The Classical Music Market

NEW YORK — "I think that classical music generally will expand its horizon," predicted Irwin Katz, director of Red Seal marketing for RCA, "mainly due to the fact that a lot more people have an opportunity to hear classical music in a form which is very palatable to them. They're hearing it on television now, which has never really been the case up until the last five years or so. Also, the fusion of jazz to classical has helped younger people (become acquainted with the classics); I think the audiences are getting younger at classical music con-

Katz feels strongly that reaching young people is the real key to expanding the classical record market. "The success of



Vladimir Horowitz

classical music, whether on record or in live performances, depends on seeing that young people become interested in and support the arts. If they support it in its live form, they'll support it in its recorded form

### Pop And Fusion

The growing interest of younger people in the classics, Katz continued, has been prompted not only by jazz-classical fusion efforts like Claude Bolling's albums, but also by other pop-oriented classical discs. (Among these one might list Tomita's electronic realizations of well-known classics and John Williams' film scores.) As a result of this kind of exposure to classical music. Katz indicated, more and more young faces are seen at classical concerts. "It's brought them into the concert halls as never before.

Meanwhile, televised concerts and opera performances are reaching a vast new audience, and, said Katz, RCA is now trying to figure out how to use this medium to sell more classical records. "We're just getting into TV promotions," he noted. "We did it with Horowitz, and we may do it with some other artists in the coming year.

**Tour Support** 

At the same time, classical labels like RCA are trying to increase their market penetration around the country. How do you do that where few record stores carry classics and there are no classical radio stations? According to Katz, the best way is to coordinate marketing strategies with tours by prominent artists. For example, on James Galway's recent tour with the New Irish Chamber Orchestra, RCA salesmen made sure that his product was available in local stores along the tour route

There has been a tendency in recent years to create special environments in record stores for the classical buyer. Katz said he has no quarrel with the concept of separate listening rooms for classical customers, but he disagreed with the concept of completely divorcing classical departments from other kinds of records.

"What we're really doing is relegating the classical buyer to a classical store, and telling him the only thing he can buy or that he can find in that store is classical music. The same goes for the pop buyer. We're saying in a sense to ourselves that the pop buyer is only a pop buyer, and he'll never buy a classical record.

Katz said that this is completely untrue, at least in his experience. "I can't believe that the classical business has expanded to the point that it has gained the kind of success that it now has in dollar volume because the same people are buying more records. I think that we actually have more people buying classical records than ever before.

Prior to becoming director of Red Seal marketing for RCA Records earlier this year, Irwin Katz was vice president of marketing for CMS Records. Before that, he was employed by Discount Records, starting as a store manager in 1959 and rising to the position of marketing director in 1969. Katz began his career in the music industry as a trumpeter with the Cleveland Orchestra, the Pittsburgh Symphony and the Detroit Symphony, as well as jazz bands and pit orchestras

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## Latin Award Winners

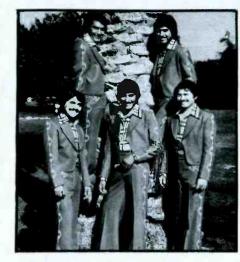
## National

## Pop

- JULIO IGLESIAS A MIS 33 ANOS Alhambra 27
  LUPITA D'ALESSIO TE JURO QUE NUNCA VOLVERE Orfeon 021
  LOS TIGERES DEL NORTE NUMBERO 8 Fama 564
  LISSETTE SOLA Coco 148
  JUAN GABRIEL SIEMPRE EN MI MENTE Arcano 3388
  SALVADORS DERRUMBES Arriba 3005
  NAPOLEON HOMBRE Raff 9066
  ROCIO DURCAL TARDE Pronto 1031
  LOS HUMILDES BESITOS Fama 560
  CHELO LA VOZ RANCHERA Musart 10638

## Salsa





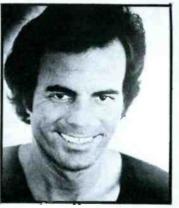
## Regional

## New York Pop

- JULIO IGLESIAS A MIS 33 ANOS Alhambra 38 LUPITA D'ALESSIO TE JURO QUE NUNCA VOLVERE Orfeon 021 LISSETTE SOLA Coco 148

## Chicago Pop

- LOS TIGERES DEL NORTE NUMBERO 8 Fama 564
  LOS HUMILDES BESITOS Fama 560
  CHELO LA VOZ RANCHERA Musart 10638
  VICENTE FERNANDEZ A PENSAR DE TODOS CBS-850
  SALVADORS DERRUMBES Arriba 3005
  COSTA CHICA TAPAME Fama 549



## New York Salsa

- TITO PUENTE HOMENAJE A BENNY Tico 1425
- HECTOR LaVOE LA COMEDA Fania 522

  PACHECO/MELON LLEGO MELON Vaya 70

  BRUZ/COLON ONLY THEY COULD HAVE MADE THIS ALBUM Vaya 66

  SONORA PONCENA EXPLORANDO Inca 1060

  CONJUNTO LIBRE TIENE CALIDAD Salsoul 4114

  FANIA ALL STARS Spanish Fever Columbia C-135336

## Chicago Salsa

- TITO PUENTE HOMENAJE A BENNY Tico 1425
  SONORA PONCENA EXPLORANDO Inca 1060
  ROBERTO ROENA International 924
  HECTOR LaVOE LA COMEDIA Fania 522
  CRUZ/COLON ONLY THEY COULD HAVE MADE THIS ALBUM Vaya 66
  LA DIMENSION LATINA 780 KILOS DE SALSA TH 2025
  SANTANA MOONFLOWER Columbia 34914





## Los Angeles Pop

- LUPITA D'ALESSIO TE JURO QUE NUNCA VOLVERE Orfeon 021
  NAPOLEON HOMBRE Raff 9066
  SALVADORS DERRUMBES Arriba 3005
  LISSETTE SOLA Coco 148
  ROCIO DURCAL Pronto 1031
  LOS ALVARDO Pronto 1032

## Miami Pop

- JULIO IGLESIAS A MIS 33 ANOS Alhambra 38 LISSETTE SOLA Coco 148 JOSE LUIS Top Hits 2021 RONDALLITA EL BURRITO DE BELEN West Side Latino 4100

## Texas Pop

- LUPITA D'ALESSIO JURO QUE NUNCA VOLVERE Orfeon-021
  JUAN GABRIEL SIEMPRE EN MI MENTE Arcano 3388
  ROCIO DURCAL TARDE Pronto 1031
  JOE BRAVO JOE BRAVO IS BACK Freddy 1085
  VICENTE FERNANDEZ GUSTA USTED Caytronics 1503
  SNOW BALL & CO. Fir 1003
  TONY Y ROMON DOS GALLAS FENOS FR 1078

## Los Angeles Salsa

- TITO PUENTE HOMENAJE A BENNY Tico 1425
  HECTOR LaVOE LA COMEDIA Fania 522
  LA DIMENSION LATINA 780 KILOS DE SALSA Top Hits 2025
  BILL'S CARACAS BOYS BILLO 78 Top Hist 2027
  OSCAR DE LEON EL OSCAR DE LA SALSA TH 2026
  CRUZ/COLON ONLY THEY COULD HAVE MADE THIS ALBUM Vaya 66

## Miami Salsa

- CRUZ/COLON ONLY THEY COULD HAVE MADE THIS ALBUM Vaya 66 OSCAR DE LEON EL OSCAR DE LA SALSA Top Hits 2026 DIMENSION LATINA 780 KILOS DE SALSA Top Hits 2025 CHARANGA 76 CHARANGA 76 EN EL 78 TR-139 ORCHESTRA HARLOW LA RAZA LATINA Fania 516

## Puerto Rico Salsa

- ROBERTO ROENA ROBERTO ROENA #9 International 924
  CRUZ/COLON ONLY THEY COULD HAVE MADE THIS ALBUM Vaya 66
  HECTOR LaVOE LA COMEDIA Fania 522
  LOUIS RAMIREZ LOUIS RAMIREZ Y SUS AMIGOS Cotique 1096
  CONJUNTO QUISQUEYA LA JUMA #2 Lisnel 1386

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## Lieberman Calls Megasellers Key For Rackjobbers In 1979

LOS ANGELES - "Megasellers," the multiplatinum albums showing up with increasing frequency, are the continuing key to success for rackjobbers both last year and in the coming year, according to David Lieberman, chairman of Lieberman Enterprises, the nation's third largest rackjobber. In turn, Lieberman adds, rackjobbers must strive to maximize the sales of such albums without neglecting lesser acts who may produce future megasellers.

In a year-end Cash Box interview, Lieberman also criticized the growing practice of shipping millions of copies of new releases and explained why his company is expanding its one-stop business.

"There are really two marketplaces," says Lieberman. "One is for the real knowledgeable and involved music buyer who considers where he goes to buy music as a place to hang out and is appreciative of the selection, ambiance and personal attention he receives there. And then there



David Lieberman

are the mass merchandising outlets where the music buyer is a tiny bit older, a little more settled, a little more conservative and more tuned into what is popular among his friends

"But the people who patronize freestanding record stores will never, ever create a five-million-selling album. So the major focus of our racks is maximizing the sales of those albums that appeal to our basic marketplace, the people who need more time to get turned on to the latest

"Megasellers are the key," notes Lieberman, "Robert Stigwood found a formula of taking a very acceptable movie and implanting within it four or five Top 10 or 15 records. And that synergistic promotion and the support that radio gives to the movie and that the movie gives to the records has created a tremendous sales impact. The kind of people who are reached by that concentrated, saturated type of exposure is not just the inveterate record buyer, but the people who are tuned in to what's hot, what's in and what's written up in Time magazine."

Lieberman adds that his company tries to maximize its sales of multi-platinum albums in a variety of ways. These include advertising schedules, in-store promotions and other creative activities.

'We have a theatrical marguee that says 'now playing' which can stimulate traffic among shoppers who might otherwise skip our department," explains Lieberman. "We have a new display piece that says something like, 'Coming to town soon, hear their music in our record department.' And we've had considerable success with mass display in some of our large accounts on key product such as 'Grease' or a Barry Manilow LP utilizing pickup trucks or buckboards or other mass display techni-



Epic recording group Boston recently performed for two BOSTON CELEBRATES nights at Madison Square Garden in support of their new album, "Don't Look Back." Pictured at a post-concert reception (standing, I-r) are: Paul Smith, senior vice president and general manager of marketing for CBS Records; Walter Yetnikoff, president of the CBS Records Group; Lennie Petze, vice president of A&R for Epic; Don Dempsey, senior vice president and general manager of Epic/Portrait/Associated Labels; Fran Sheehan of Boston; Jim Tyrrell, vice president of marketing, E/P/A; and Frank Mooney, vice president of marketing branch distribution for CBS Records. Shown (seated, I-r) are: Tom Scholz of Boston, Cindy Scholz; Brad Delp, Barry Goudreau and Sib Hashian of Boston.

## Indie Distributors Expand In A Struggle For Survival

by Charles Paikert

 ${\sf NEW\ YORK-The\ geographical\ expansion}$ of the independent distributor's traditional market and the debilitating effects of the rise of interest rates were the two major trends which affected independent distributors in 1978, according to Joe Simone, president of Progress Records, headquartered in Cleveland.

Simone cited Progress as a case in point regarding the expansion of distributors' markets. Originally based in Cleveland, Progress, which opened in 1970, now has offices in Chicago, Detroit, Cincinnati, Columbus, Pittsburgh, Indianapolis and Buffalo. "The markets are getting bigger," Simone said. "That's a fact of life. Distribution is expanding and regionalizing. If the market isn't there in one city, you must increase your volume to support overhead and inventory necessary to do day-to-day business.

The geographical expansion, Simone said, has effectively eliminated the transhipping situation that has plagued independent distributors in the past. "Transhipping was an answer to no one, nor was it ever," Simone commented. "It's much more economical to have one inventory cover 10-15% of your business than it is to cover one or two or three per cent of your total volume, so consequently many of us have broadened our geography. What's happened is that three, four, five and six point markets are now being consolidated into ten-point markets

Interest Rate Impact

Simone also cited the rise in the cost of money as "probably the most impactive thing that's happened in the past year. The interest rate increase is especially difficult for the independent businessman who doesn't have corporate resources to back him up when the squeeze is on. Because most of us have broadened our operations. we've been able to handle it much better than we would have been able to five years ago, but it has still been extremely costly."

Simone added that the credit crunch was especially ill-timed in 1978, from the distributor's point of view, because of the manufacturers' list price increases. "We simply didn't have the ability to pass on our wholesale increase when album list price went up," Simone said, "because we just couldn't have been competitive.

However, Simone remained essentially optimistic about the future of the independent distributor. "There's obviously fewer people in distribution than there were two years ago, but I think things are getting stronger," Simone stated. "Some parts of the country need shoring up, but collectively we're more in vogue than we were even two years ago.

According to Simone, distributors like Progress have been able to absorb the defection of key labels like Jet Records. "I don't think the defections have hurt," Simone said. "I think they were offset by the ABCs (which returned to indie distribution). I don't think any of them were major factors. I don't know that the type of lines that left were the leading lines in the given dis-tributorships they were at."

Independent promotion and marketing. Simone said, remained two vital factors that distinguished independents from their branch counterparts. "As an independent you're talking about localized decisions. and you're dealing with real money, as op-

(continued on page 121)

## Siegel Sees Independent Distributors As The Best Bet For Small Record Companies want to bother with box lots. If they can sell

LOS ANGELES - "I want to look at the positive side," says Shelly Siegel, vice president and general manager of Mushroom Records, commenting on the decrease of independent manufacturers handled by indie distributors. "As more and more labels leave independent distribution, the remaining labels become more and more important.

"As an independently distributed label," says Siegel, "I would like to see more competition between distributors because of the whole point of the independent route is that if Joe on this side of the street does not do the job then Bill on the other side will."

However, as Siegel notes, in several areas of the country independently distributed labels face the dilemma of motivating distributors who have no competitors.

## **Need For Aggressiveness**

"It's a question of aggressiveness," says Siegel. "In most cases the indies are out there scrapping because they fear losing a line. But I have a couple of guys (distributors) who tell me every day that if I don't like the way they are working my product, I can stick it in my ear. What am I going to do, pull the line and have no

In a frank discussion of the pros and cons of independent versus branch distribution. Siegel cited the traditional breaking power of the independents who can start the ball rolling for a new artist.

"The industry still looks to the independents to break a new act. The branches are used to shipping truckloads. They don't only 150,000 pieces, it is a waste of time and a money loser for them. But if you have three or four acts and sell 150,000-200,000 pieces on an independent label, you can survive and establish acts in the market-

"In a branch situation, you almost have to break something nationally. If you break a record in St. Louis and Milwaukee and several other markets, it is hard to get thebranch operation behind the effort because they are involved with national priorities. You can lose a record that way.

"However, with the independents, it is different. If the guy in Seattle thinks he can sell 100,000 pieces, he's on the stick and he's got a salesman in the street pumping. He doesn't care what the hell the priority is in Chicago. That can help bring an artist from nowhere to the step-off point."

Siegel also noted, however, the substantial difference in power between branch and independent operations and the consequences in terms of getting records into

'The branches have power. If you are selling a line, you have the leverage with free goods, and that can help to put product in the stores. In order to compete in the Top 20 or the Top 30, either in singles or LPs, you've got to be able to put volume out there. I think some of the independents have a lack of clout to be able to put enough records on the street.

## 'Lack Of Continuity

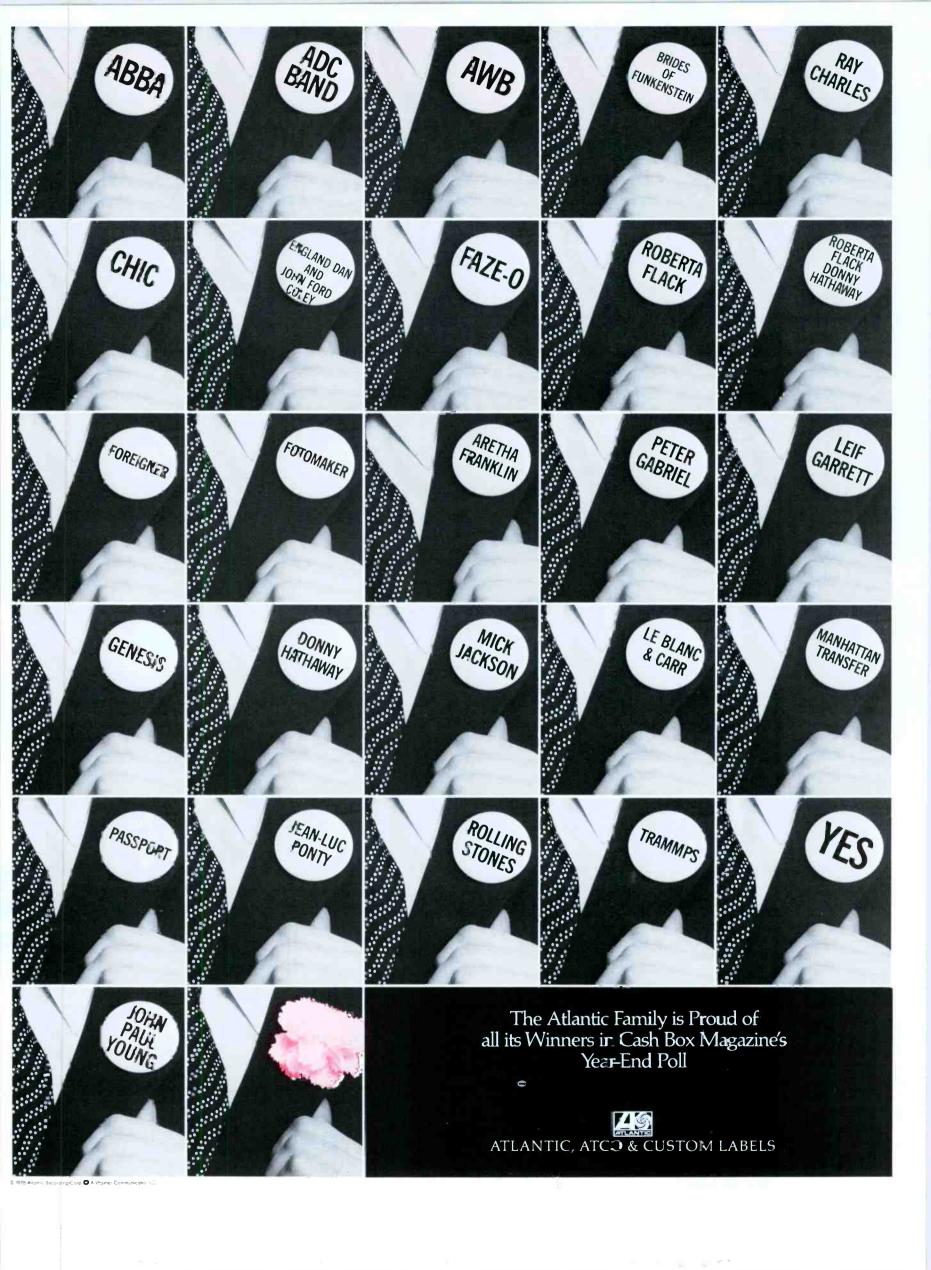
Another dilemma faced by independently distributed labels is the inconsistency of the way product is worked.

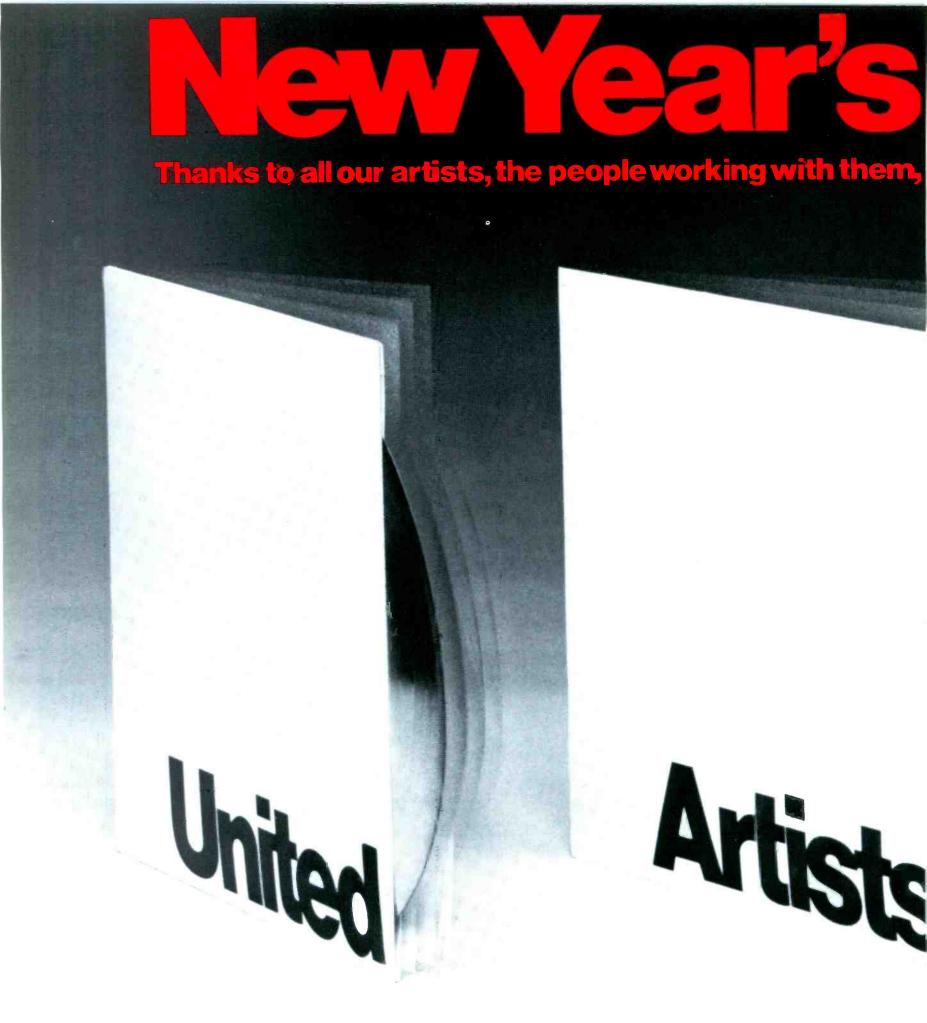
"There are extremes," says Siegel. "You have on one hand, the independent distributor that hustles 24 hours a day to sell records. On the other hand, there is the distributor who does nothing but take orders. It is real difficult when you have somebody in one market who is going to the wall for you and pulling every stop. But 250 miles away you've got a different distributor and he does not give a damn. In one market, the stores are flooded and in the other you have to dig in the bins to find the record. In some areas, there is a definite lack of continuity.'

Siegel noted that one of the most common problems shared by independent manufacturers is handling the cash flow inued on page 130)



Shelly Slegel





Shirley Bassey
Brass Construction
Cindy Bullens
Bill Conti
Coverdale's Whitesnake
The Dirt Band
Ferrante & Teicher
Crystal Gayle
Earl Klugh
Ronnie Laws

Richie Lecea Joanne Mackell Bill Medley Harry Nilsson Noel Pointer Gerry Rafferty Chris Rea Vivian Reed Charlie Rich Kenny Rogers
Horace Silver
Billie Jo Spears
Dusty Springfield
Starbuck
Tina Turner
Ventures
Doc & Merle Watson
Dottie West

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## East Coastings/Points West: 1978 In Review

. Also calling it quits -Babys, Detective and the Dwight Twilley . and leaving Polydor Records was Band Randy Bachman.

COME TOGETHER — Getting together

were Wayne Henderson and Roy Ayers for a duo album ... Chris Spedding and Rob Stoner joined Robert Gordon's band The long secluded (and semi-disbanded) Moody Blues decided to follow up their new album with a tour . . . and several members of Roxy Music got back together for some let's-see-how-it-feels sessions, including Bryan Ferry, Andy Mackay, Phil Manzanera, and Phil Thompson.

**ENCORE** — Coming back — Frank Sinatra to New York, where lines formed at Radio City Music Hall to see the living legend The J. Geils Band, hoping to revive their sagging career with a new label (EMI-America) finished their first album for the company at Gil Markle's bucolic Long View Farm Studios ... Ray Manzarek, Robby Krieger and John Densmore, original members of the Doors, finished work on

found dead underneath the sink of the room she shared with Sid, fatally stabbed in the abdomen. Vicious, a methadone addict, had been playing a few uninspired gigs at Max's Kansas City in the weeks prior to the murder. He was released after his old manager, Malcolm McLaren, posted \$50,-000 bail.

ELTON JOHN NOW SINGLE MAN - Elton John was around N.Y. and L.A. to promote his new album, "A Single Man," but he said he won't be doing any touring. The reason, he says, is that "I'm not hungry at the moment." What has taken up most of his time the past two years, he related, was running his Watford football (soccer) team. Also. Elton said he now feels he "has more possibilities than ever to explore on my own." One reason may be that "A Single Man" is Elton's first album without his longtime collaborator. Bernie Taupin. Writing the lyrics this time was Gary Osborne.

THEY CAME TOGETHER - Paul McCartney was recording at EMI's Abbey Road Studio, and he decided he needed a

Top 10 Albums

The Cars — (Elektra/Asylum)

This Years Model — Elvis Costello — (Columbia)

Bursting Out — Jethro Tull — (Chrysalis)

Babylon By Bus — Bob Marley — (Island)

Wavelength — Van Morrison — (Warner Bros.)

Double Fun — Robert Palmer — (Island)
Some Girls — Rolling Stones — (Rolling Stones/Atlantic)

Stranger In Town — Bob Seger — (Capitol)
Darkness On The Edge Of Town — Bruce Springsteen —

(Columbia)

Comes A Time — Neil Young — (Warner Bros.)

-Joey Berlin

"An American Prayer" an ambitious project that entailed composing and playing new music to mix with old tapes of Jim Morrison reciting his own poetry ... Jan Hunter, looking for a comeback, signed on with Cleveland International management

Johnny Griffin, outstanding rock and jazz sax player of the early '60s, who went to live in Europe, returned to the States triumphantly and landed a contract with

Galaxy Records.

NAMÉS IN THE NEWS — William "Bootsy" Collins, noted bass player for P-Funk and leader of Bootsy's Rubber Band, was hospitalized for exhaustion. John Belushi and Dan Aykroyd debuted their "Blues Brothers" act in L.A. with heavyhitting sidemen like Duck Dunn and Steve . Ray Caviano reported to be in Cropper . line for a job heading up a Warner Brothers disco arm . . . and Bill Graham held his fifth annual "Day On The Green" in Oakland, featuring Ted Nugent, Blue Oyster Cult, Journey and Cheap Trick.

## OCTOBER

A VICIOUS TALE — Sid Vicious, the 21year-old former bass player for the Sex Pistols, was charged with the murder of his girlfriend, Nancy Spungen. Spungen was little help from his friends. So after a few phone calls, in came all four members of Led Zeppelin, Eric Clapton, Peter Townshend, Gary Brooker, Dave Gilmour and Bruce Thomas. Whether the gettogether will find its way to vinyl is unknown, but reports are that McCartney did have a film crew present to record the event.

LANDMARKS — Roger McGuinn, Chris Hillman and Gene Clark signed with Peter Hamill left a now disbanded Van Der Graaf Generator ... Richard Nader's Original Rock 'N' Roll Spectaculars celebrated their ninth year(!) as volume 25 "Saturday Night Live" rolled in celebrated its fourth season by presenting the Rolling Stones ... Mitch Ryder returned to New York with a stellar gig at Steve Becker and Walter Fagen, NYU a.k.a. Steely Dan, moved back to New York after a few years in L.A. . Cheech and Chong signed with Warner Brothers Steve Smith replaces Aynsley Dunbar as . Tom Waits to tour drummer in Journey . with Leon Redbone mixes both Barbra Streisand and Neil Diamond's versions of "You Don't Bring Me Flowers," prompting CBS to record the song as a Neil-Barbra duo Perry's first release on his new Planet label to include a version of Bruce Springsteen's

Top 10 Albums
Hog Heaven — Elvin Bishop — (Capricorn)

The Cars — (Elektra)

This Years Model — Elvis Costello — (Columbia)
Night People — Lee Dorsey — (ARC/Columbia)
In The Night Time — Michael Henderson — (Buddah)

King/Federal Rockabillies — Various — (King)

Togetherness — L.T.D. — (A&M)

Double Trouble — Frankie Miller — (Chrysalis)

Jacks & Kings — The Nighthawks — (Adelphi)

The Johnny Otis Show — (Savoy)

—Aaron Fuchs

"Fire" by The Pointer Sisters .... Peter Gabriel tours . . New albums coming from Billy Joel and Aerosmith.

heading out again, Van cancelled a couple of weeks worth of concerts. IN NEW YORK — A Broadway play called

Top 10 Albums
This Years Model — Elvis Costello — (Columbia) New Boots and Panties! — Ian Dury — (Arista)

Tracks on Wax — Dave Edmunds — (Swan Song)

Fresh Fish Special — Robert Gordon — (Private Stock)

Hearts of Stone — Southside Johnny & the Asbury Jukes —

Next of Kihn — Greg Kihn — (Beserkley)
Pure Pop For Now People — Nick Lowe — (Columbia)

Jacks and Kings — The Nighthawks — (Adelphi)

Best of the Spinners — (Atlantic)

Darkness On The Edge Of Town — Bruce Springsteen — (Columbia)

—Leo Sacks

WELCOMING THEMSELVES TO THE BUSINESS - MCA threw a coming out party for their new label, Infinity Records, headed by Ron Alexenburg. No ordinary party it was, either, as it was held in the marbled splendor of the New York Public Library on 42nd and 5th Ave. Making the scene were Dobie Gray, Robert Johnson, Meat Loaf, Bill Aucoin, Nat Weiss and Garland Jeffries.

## NOVEMBER

BEATLES, BEACH BOYS IN NEWS - It's easy to tell when the holiday season approaches — that's when Capitol starts repackaging old Beatles material. This year, Capitol really outdid itself, though, coming up with a gift box set of 12 Beatles import albums and a sampler of songs called "Beatles Rarities." List Price - only . The rumour mill continued to link label-shopping Paul McCartney to Colum-. And the Beach Boys were the subject of a new book that explored "The Beach Boys And The California Myth."

"Platinum" opened. It stars Alexis Smith as a movie star from the '40s who hopes to make her comeback via the vinyl route. And the "Manhattan Music Playoffs" was instituted by Andrew Stein, the Manhattan borough president. It was announced that a 'battle of the bands" concert would be held to determine the best non-recording band in Manhattan, with the winners getting a contract from Ron Alexenburg's Infinity Records. The contest is part of a task force established by Stein to revitalize interest in New York as a music industry center.

NAMES IN THE NEWS - Keith Richards pleaded guilty to heroin possession in a Toronto court and was sentenced to a year's probation . . . Crawdaddy magazine will become Feature magazine . . . Stanley Clarke and Jeff Beck set to tour Japan . John Barbata, drummer for the Jefferson Starship was seriously injured in a car acci-. The Clash reemerged with a widely hailed new wave album produced by Sandy Pearlman .... Tom Robinson's next to be produced by Todd Rundgren ... Melanie

This Years Model — Elvis Costello — (Columbia)

All Mod Cons (import) — The Jam — (Polydor)

Remember My Name (original soundtrack) — Alberta Hunter — (Columbia)

Misfits — Kinks — (Arista)

Life Is A Song Worth Singing — Teddy Pendergrass — (Philadelphia International)

Power In The Darkness — Tom Robinson Band — (Capitol)

Some Girls — Rolling Stones — (Rolling Stones/Atlantic)
Hearts of Stone — Southside Johnny & The Asbury Jukes —

Darkness On The Edge Of Town — Bruce Springsteen — (Columbia)

> —Dale Kawashima tried again, this time with Tomato Records

the Beach Boys' relationship with the American myth that the author claimed, has become embodied in Southern California. MORE SIXTIES FLASHES — Bob Dylan was on the road, touring with a full throttle band and reworking his old classics. Once shy Bob was even giving longer and longer raps before the songs, offering explana-tions for his stories. At one concert, he revealed that "Ballad Of A Thin Man" was

Written by David Leaf, the book stresses

partially inspired by watching the circus geek back in his Minnesota hometown, the guy who "would bite the heads of chickens and then eat the chickens and their heads." And Van Morrison, hot on the com-

eback trail, apparently burned off a little too much energy. He walked off stage at the Palladium during his second set, then suffered from exhaustion the next night after playing "Saturday Night Live." Before

Southside Johnny Lyon slashed his arm when he fell onstage in California.

## DECEMBER

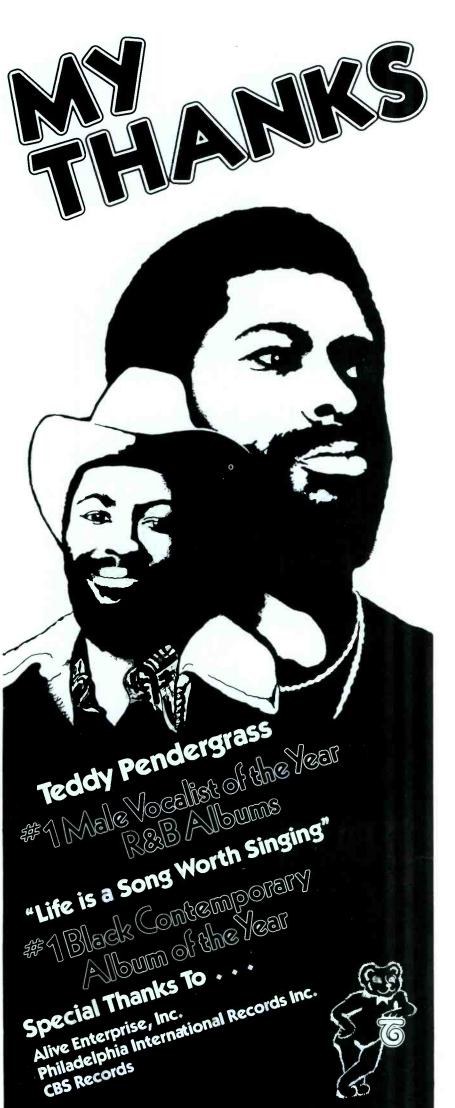
LABEL TALKING - While Chuck Berry inked a new contract with Atco Records, that present day pioneer of funk, George Clinton, was reported considering how nice things would be if he had his very own label. Needless to say, the companies have been knocking at his door.

 ${\bf NEW\ YORK\ \tilde{AFFAIR}-A\ battle\ appeared}$ to be erupting between Ron Delsener, New York concert promoter, and Alan Pepper and Stanley Snadowsky, owners of the Bottom Line. After hearing that Delsener planned to intrude on their club turf by opening a club in midtown, Pepper and Snadowsky promptly attempted to buy the Palladium

(continued on page 123)

## PLATINUM RECORD AWARDS

## **Singles**



### DATE AWARDED

March 13 April 21 April 25 Elektra May 2 June 8

July 12 July 18

October 10 October 17 December 7

DATE

## COMPANY

Polydor/RSO Private Stock Polydor/RSO Millennium

Polydor/RSO Polydor/RSO

Polydor/RSO

Columbia

Columbia United Artists

Arista

Asylum Polydor/RSO

Capitol

RCA

RCA

Capitol

Chrysalis

CBS/T-Neck

Warner Bros.

Casablanca

RCA/Grunt

Polydor/RSO

Warner Bros.

МСА

Capitol

Capitol Polydor/RSO Atlantic

## AWARDED COMPANY

January 3 January 18 February 1 February 15

February 22 February 28 March 14 March 30

April 11

April 28 May 1 May 3 May 3

May 3 May 4

May 4 May 9 May 9 May 10 May 10

ABC RCA May 12 Casablanca May 16 May 18 May 23 Capricorn

May 30

May 31 CBS/Phila. Int'l. Mushroom June 2 June 8 Millennium

June 8 Casablanca Polydor/RSO June 13 June 20 United Artists June 21 CBS/Epic June 21 CBS/Phila. Int'l. June 21 Capitol Atlantic June 22 Atlantic/Rolling June 22 Stones

June 27 Columbia July 6 Columbia

Columbia Polydor/RSO July 17 July 19 July 20 **United Artists** July 20 Atlantic July 20 CBS/Epic Warner Bros. July 27 August 4 Polydor/RSO Elektra August 7 August 7 Asylum August 8 Atlantic August 22 Motown Columbia August 25

August 25 CBS/Epic/ Cleveland Int'l. August 25 CBS/Epic

CBS/Phila. Int'l.

A&M September 19 September 19 A&M

August 25

### TITLE

1978 Stayin' Alive Emotion We Are The Champions Night Fever Star Wars Theme/ Cantina Band Shadow Dancing You're The One That l Want Boogie Oogie Oogie Grease

## Le Freak **Albums**

## TITLE

1978

Saturday Night Fever The Stranger Greatest Hits, Etc We Must Believe In Magic Even Now Running On Empty Slowhand London Town

Waylon & Willie

Here You Come Again French Kiss Showdown M.U. The Best Of Jethro Tull Weekend In L.A. Funkentelechy Vs. The Placebo Syndrome Earth Grease Let's Get Small FΜ Son Of A Son Of A Sailor I Want To Live Double Platinum Feels So Good Carolina Dreams

Stranger In Town

So Full Of Love Magazine Star Wars And Other Galactic Funk Thank God It's Friday Shadow Dancing City To City Central Heating Teddy Pendergrass Thankful Double Vision Some Girls

Darkness On The Edge Of Town You Light Up My Life Agents Of Fortune Sqt. Pepper's Lonely Hearts Club Band Ten Years Of Gold Greatest Hits Double Live Gonzo Takin' It To The Streets Flowing Rivers Boys In The Trees But Seriously, Folks The Album Natural High Songbird Life Is A Song Worth Singing Bat Out Of Hell

Don't Look Back Worlds Away Blam

## ARTIST

Bee Gees Samantha Sang Queen Bee Gees Месо

Andy Gibb John Travolta and Olivia Newton-John A Taste Of Honey Frankie Valli

### ARTIST

Bee Gees Billy Joel Paul Simon Crystal Gayle

Barry Manilow Jackson Browne Eric Clapton Paul McCartney & Wings Waylon Jennings & Willie Nelson Dolly Parton Bob Welch Isley Brothers Jethro Tull

George Benson Parliament

Jefferson Starship Original Soundtrack Steve Martin Original Soundtrack Jimmy Buffett

John Denver Kiss Chuck Mangione Marshall Tucker Band Bob Seger & The Silver Bullet Band O'Jays Heart Meco

Original Soundtrack Andy Gibb Gerry Rafferty Heatwave Teddy Pendergrass Natalie Cole Foreigner Rolling Stones

Bruce Springsteen

Johnny Mathis Blue Oyster Cult Original Soundtrack

Kenny Rogers Abba Ted Nugent Doobie Brothers Andy Gibb Carly Simon Joe Walsh Abba Commodores Barbra Streisand Teddy Pendergrass

Meat Loaf

Pablo Cruise Brothers Johnson

(continued on page 92)

## To The Dedicated Promotion People & The Radio Industry For Making It A Great Year



Nigel Olsson



**Brick** 



**Paul Davis** 

MANY THANKS **FROM** ILENE and THE GANG AT BANG

## PLATINUM RECORD AWARDS

(continued from page	90)
Santambar 10	Δ & N

September 20 MCA September 22 Asylum September 26 Polydor

October 2 Casablanca October 2 Casablanca October 2 Casablanca October 2 Casablanca October 4 Capitol October 10 Columbia October 10 A&M Warner/Curb October 10 October 10 Warner Bros. October 12 Columbia

Casablanca

Warner Bros.

Arista

Columbia

October 25 Arista October 27 Columbia October 27 CBS/Portrait November 8 Atlantic November 10 A&M

October 19

October 23

November 10 MCA November 14 Polydor/RSO November 15 MCA CBS/Epic November 16 November 16 Columbia

November 27 Capitol November 28 Elektra December 5 MCA December 6 Capitol Columbia December 7

November 21

November 27

December 7 ABC December 7 Columbia

December 12 Epic/Full Moon Casablanca

December 13

**Albums** 

Togetherness Who Are You Living In The USA Champagne Jam

Kiss-Paul Stanley Kiss-Gene Simmons Kiss-Peter Criss Kiss-Ace Frehley A Taste Of Honey Infinity Pieces Of Eight Under Wraps Van Halen Nightwatch Live And More

LRobot Hot Streets Dog & Butterfly Tormato . And Stuff Sounds. Like That Skynyrd's First And . .

52nd Street

Backless A Single Man Weekend Warriors Barbra Streisand's Greatest Hits, Volume A Wild & Crazy Guy

Greatest Hits The Steve Miller Band's Greatest Hits 1974-78 Totally Hot Wings Greatest The Best Of Earth, Wind & Fire Volume I Steely Dan's Greatest

Hits You Don't Bring Me Flowers Twin Sons Of Different

GOLD RECORD AWARDS

Mothers Cruisin'

LTD The Who Linda Ronstadt Atlanta Rhythm Section

Paul Stanley Gene Simmons Peter Criss Ace Frehley A Taste Of Honey Journey Styx Shaun Cassidy

Van Halen Kenny Loggins Donna Summer Billy Joel The Alan Parsons Project

Chicago Heart Yes Quincy Jones

Lynyrd Skynyrd

Eric Clapton Elton John Ted Nugent Barbra Streisand

Steve Martin Barry Manilow Steve Miller Band

Queen Olivia Newton-John Wings Earth, Wind & Fire

Steely Dan

Neil Diamond

Dan Fogelberg & Tim Weisberg Village People

June 16 CBS/Kirshner July 14 July 17 CBS/Epic United Artists July 18 Casablanca July 19 July 20 CBS/Epic/ Cleveland Int'l. July 26 Atlantic/Rolling Stones Polydor/RSO July 27 August 8 Atlantic August 8 Capitol

CBS/Phila. Int'l.

June 16

August 11 **RCA** Polydor/RSO August 15 Warner Bros. August 23 August 31 Polydor/RSO August 31

September 7 Stepember 12 Atlantic September 14 September 29

October 25 October 26 October 26 October 30 November 9 November 13 November 15 November 16

October 4

November 21

November 22 Polydor/RSO Use Ta Be My Girl It's A Heartache Dust In The Wind The Groove Line Baker Street Last Dance Two Out Of Three Ain't Bad Miss You

Grease Take A Chance On Me Boogie Oogie Oogie Shame

An Everlasting Love King Tut Hopelessly Devoted ToYou

Polydor/RSO Summer Nights

Copacabana Arista ARC/Columbia Chrysalis

Warner/Curb CBS/Phila. Int'l. Capitol Casablanca Casablanca Columbia Atlantic Atlantic Columbia

Warner Bros.

Hot Blooded Got To Get You Into My Life Hot Child In The City Kiss You All Over Close The Door You Needed Me MacArthur Park Macho Man Magnet And Steel Double Vision Le Freak You Don't Bring Me Flowers

One Nation Under A Groove Too Much Heaven

O'Javs Bonnie Tyler Kansas Heatwave Gerry Rafferty Donna Summer Meat Loaf

Rolling Stones Frankie Valli

Abba A Taste Of Honey Evelyn "Champagne" King Andy Gibb Steve Martin Olivia Newton-John John Travolta, Olivia Newton-John and Cast Barry Manilow Foreigner Earth, Wind & Fire

Nick Gilder Exile Teddy Pendergrass Anne Murray Donna Summer Village People Walter Egan Foreigner Chic Barbra and Neil

Funkadelic

Bee Gees

## **GOLD RECORD AWARDS**

## Albums

## DATE AWARDED

COMPANY January 3 Polydor/RSO January 5 United Artists

January 9 Arista Capitol/Harvest January 9 January 10 Casablanca

Polydor

January 12 RCA January 13 Columbia/Epic January 18

## TITLE

1978 Bee Gees Gold **Brass Construction** Close Encounters Of

The Third Kind Diamantina Cocktail Funkentelechy Vs. The Placebo Syndrome

New Season Waylon Live Reach For It

## ARTIST

Bee Gees **Brass Construction** 

Original Soundtrack

Little River Band Parliament

Donny & Marie Osmond Waylon Jennings George Duke

(continued on page 94)

## **Singles**

## DATE AWARDED January 12

## COMPANY

January 13 RCA Warner Bros. January 17 January 24 Warner Bros. January 25 Elektra January 25 Asylum Polydor/RSO January 26 February 1 RCA February 2 A&M February 8 Warner Bros.

February 16 February 16 February 27 February 28

March 6 March 17 April 6 April 6

February 9

April 12

April 26 May 1 May 2

Private Stock Polydor/RSO

Polydor/RSO

Atlantic Polydor/RSO 20th Century

Columbia CBS/Epic Capitol Arista

Polydor/RSO

April 17 Polydor/RSO Casablanca April 20 Arista Atlantic

Polydor/RSO Columbia May 2 May 19

8 2 9

TITLE

### 1978 Baby Come Back

My Way Hey Deanie Short People We Are The Champions Blue Bayou Stayin' Alive Here You Come Again We're All Alone You're In My Heart Emotion

Love Is Thicker Than Water Dance, Dance, Dance Night Fever Sometimes When We Touch Just The Way You Are

Always And Forever Our Love Can't Smile Without You You're The One That l Want

Lay Down Sally Flash Light Jack And Jill The Closer I Get To You If I Can't Have You

Too Much, Too Little, Too Late Polydor/RSO Shadow Dancing

## ARTIST

Player Elvis Presley Shaun Cassidy Randy Newman Queen Linda Ronstadt Bee Gees Dolly Parton Rita Coolidge Rod Stewart Samantha Sang Andy Gibb

Chic Bee Gees Dan Hill

Billy Joel Heatwave Natalie Cole Barry Manilow

John Travolta & Olivia Newton-John Eric Clapton Parliament Ravdio Roberta Flack with Donny Hathaway Yvonne Elliman Johnny Mathis and Deniece Williams Andy Gibb



HANDS FULL OF PLATINUM — Casablanca recording artists Village People received two platinum albums each for their recent albums "Macho Man" and "Cruisin." On hand in front of Casablanca's Hollywood offices are (I-r) in the front row: Glenn Hughes, Village People; Jacques Morali, their producer; Neil Bogart, Casablanca president; Henri Belolo, group's executive producer; and (kneeling) Felipe Rose, Village People. In the back row (Ir) are: Randy Jones, Victor Willis, Village People; Larry Harris, Casablanca senior vice president and managing director, Marc Paul Simon, Casablanca vice president/special projects; Alex Briley and David Hodo, Village People.



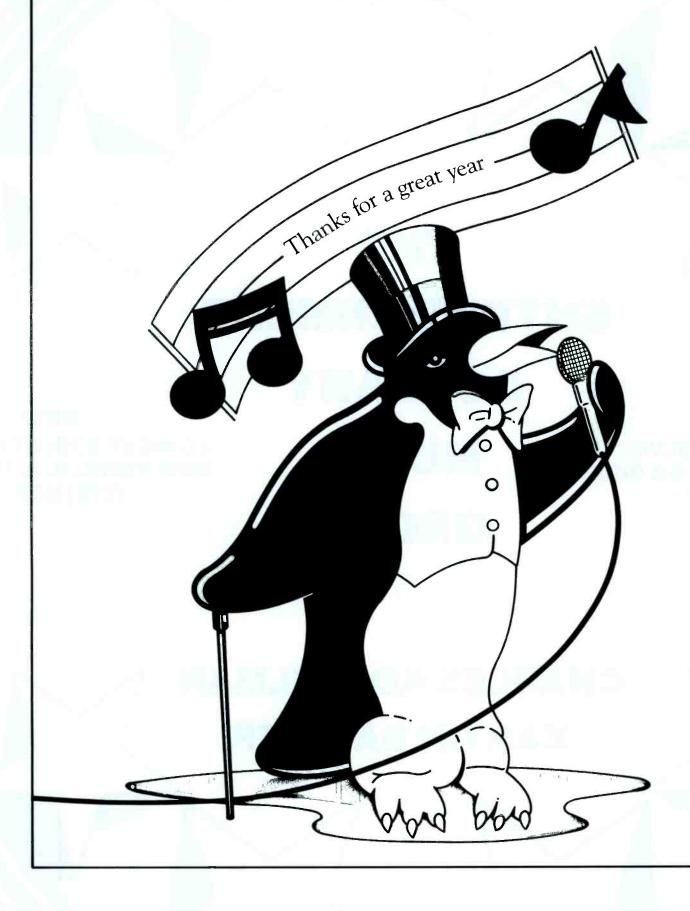
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## FEETWOOD-MAC

## GOLD RECORD AWARDS

(continued from page 94)

Capitol August 2 Casablanca August 4 August 16 August 18 Capitol August 22 Motown August 22 Motown August 24 MCA CBS/Epic August 25 Mercury Polydor/Spring August 25 Capitol/Harvest **RCA** 

August 28 August 29 September 6 September 8

ARC September 11 September 14 September 14 September 14 September 14 Casablanca September 15

Septe.ber 19 September 20 September 22 September 22 September 26 September 27

September 29 September 29 September 29 October 2 October 2 October 2

October 4 October 5 October 10 October 10 October 10 October 10 October 10 October 10 October 10

October 12 October 13

МСА Columbia/ARC Columbia Columbia

United Artists September 15 **United Artists** September 18 Casablanca A&M Warner Bros./

Whitfield Asylum Arista RCA CBS/Portrait Chrysalis CBS/Epic/Full

Moon Casablanca Casablanca Casablanca Casablanca October 2 Warner Bros Capitol Columbia Atlantic A&M ABC/Blue Thumb Images Warner Bros. Warner/Curb A&M Capitol

**Albums** 

A Taste Of Honey Macho Man Heartbreaker Reaching For The Sky Come Get It Natural High Who Are You Don't Look Back Love Shine Get It Out'cha System Sleeper Catcher Smooth Talk

Skynyrd's First And ... Do What You Wanna Do Sunbeam Nightwatch Mariposa De Oro Live And More Love Or Something LikeIt When I Dream

Village People Flat As A Pancake Rose Royce Strikes Again

Living In The U.S.A Raydio I've Always Been Crazy Dog & Butterfly Bursting Out Twin Sons Of Different Mothers

The Wiz Kiss-Paul Stanley Kiss-Ace Frehley Kiss-Peter Criss Kiss-Gene Simmons One Nation Under A Groove Sunburn Hot Streets Tormato Pieces Of Eight

Is It Still Good To Ya Mixed Emotions Children Of Sanchez Let's Keep It That Way Only One Love In

A Taste Of Honey Village People Dolly Parton Peabo Bryson Rick James Commodores The Who Boston Con Funk Shun Millie Jackson Little River Rand Evelyn "Champagne" King Lynyrd Skynyrd

**Dramatics** Emotions Kenny Loggins Dave Mason Donna Summer Kenny Rogers

Crystal Gayle Village People Head East Rose Royce

Linda Ronstadt Raydio Waylon Jennings Heart Jethro Tull Dan Fogelberg and Tim Weisberg Original Soundtrack Paul Stanley Ace Frehley Peter Criss Gene Simmons Funkadelic Sun Chicago Yes Stvx Crusaders Ashford & Simpson Exile Chuck Mangione Anne Murray

Ronnie Milsap



PLATINUM GOLD FOR ROGERS - United Artists' Kenny Rogers recently was presented a platinum award for his "Ten Years of Gold" LP. Pictured (I-r) are: David Bridger, director artists relations, United Artist Records; Iris Zurawin, director, creative services, United Artists: Rogers and David Budge, director, publicity, United Artists.

October 13 October 16 October 17 October 17 October 23 October 24 October 25 October 30 November 8 November 9

Casablanca Elektra Atlantic Polydor/RSO Columbia МСА **RCA** 

October 25 Arista United Artists October 26 October 27 Columbia

Capricorn

Brothers

Columbia

Arista/Buddah

CBS/Epic October 30 October 31 Columbia November 1 Warner Bros. November 6 Polydor A&M November 7 Atlantic/Scotti

November 10 A&M ABC November 10 November 13 Capitol November 14 Polydor/RSO November 14 Warner Bros. November 15 MCA

CBS/Kirshner November 16 November 16 Columbia

November 20

Sesame Street November 21 November 21 Columbia Warner/Reprise November 21

November 27 Arista November 27 Capitol

November 28 Atlantic Elektra November 28 United Artists November 30 December 6 Capitol December 7 Columbia

Columbia December 7 December 7 ABC

December 7

December 12 Columbia Casablanca December 13 December 13 Warner Bros December 14 Mercury

ABC

Cruisin' The Cars Elan Danger Zone 52nd Street A Single Man Along The Red Ledge

Time Passages What Ever Happened To Benny Santini? Inner Secrets Marshall Tucker Band's Greatest Hits Weekend Warriors Live Bootleg A Wild And Crazy Guy Goin' Coconuts Brother To Brother

Feel The Need Songs Of Kristofferson Crystal Ball You Had To Be There A Retrospective Backless Chaka Totally Hot Two For The Show Barbra Streisand's Greatest Hits. VolumeII In The Night-Time Sesame St. Fever

Greetings From Asbury Park, New Jersey Comes A Time Greatest Hits The Steve Miller Band's Greatest Hits, 1974-78

C'est Chic Jazz The Gambler Wings Greatest You Don't Bring Me Flowers The Best Of Earth, Wind & Fire, Volume I Bish

Steely Dan's Greatest Hits Toto Motor-Booty Affair Blondes Have More Fun

Hemispheres

The Cars Firefall Player Billy Joel Elton John Daryl Hall & John Oates Al Stewart

Chris Rea

Village People

Santana Marshall Tucker Band

Ted Nugent Aerosmith Steve Martin Donny & Marie Gino Vannelli Leif Garrett

Kris Kristofferson Styx Jimmy Buffett Linda Ronstadt Eric Clapton Chaka Khan Olivia Newton-John Kansas Barbra Streisand

Michael Henderson Various Artists Bruce Springsteen

Neil Young Barry Manilow Steve Miller Band

Chic Queen Kenny Rogers Neil Diamond

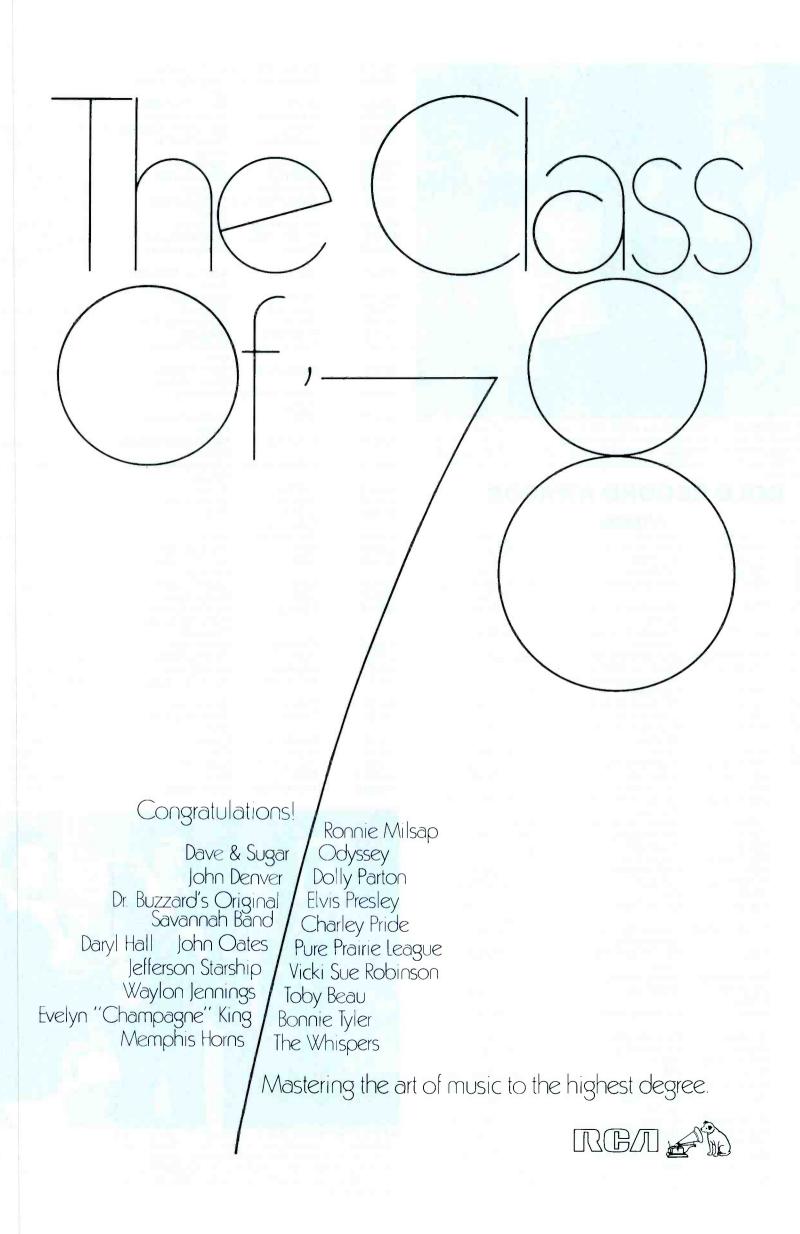
Earth, Wind & Fire

Stephen Bishop Steely Dan

Toto Parliament Rod Stewart Rush



BAR-KAYS' GOLD -James Alexander of the Bar-Kays stopped by Phonogram, Inc./Mercury Records' offices in Chicago to accept a gold record on behalf of the group for their latest album "Flying High On Your Love." Shown at the presentation are (I-r): Charles Fach, executive vice president/general manager of Phonogram/Mercury; Bill Haywood, vice president/R&B product; Alexander; Irwin Steinberg, president of Phonogram/Mercury; Cecil Hale, national album promotion/publicity manager, R&B; and Lou Simon, executive vice president/director of marketing at the company.





HOT AND PLATINUM — MCA Records presented Olivia Newton-John with a special platinum record for her "Totally Hot" album. The presentation was made while she was in London on the last leg of a world tour. Pictured (I-r) are: Bob Siner, MCA executive vice president; Olivia; John Farrar, producer; and George Osaki, vice president of creative services for the label.

## GOLD RECORD AWARDS

	GO
(continued from January 19 January 24 January 26 January 31 February 3	page 92) Col Wa Pol Atla RC.
February 10	RC.
February 13	Asy
February 14 February 14	Col CB
February 15 February 15 February 24 February 27	Aris Uni ABI Atla
February 28 February 28 March 2 March 2 March 8	RC. Wa Col ABI Wa
March 10 March 10 March 10 March 17 March 27 March 28 March 29 March 30	Cap Col Atla 20tl A&I Priv Atla Cap
April 4	Col
April 5	AB
April 10 April 10 April 11	Col Col T-N Pol

April 17

April 17

April 24

April 24

April 25 May 1

May 2

May 2

May 2

May 2

May 3

May 5

### **Albums** Spectres Little Criminals

Slowhand

Columbia

Atlantic

RCA

**RCA** 

Asylum

Arista

Atlantic

Warner Bros

Polydor/RSO

Columbia/Epic

CBS/Phila. Int'l.

**United Artists** 

RCA/Grunt

Columbia

ABC

Capitol

Atlantic

Atlantic

Capitol

ABC

A&M

Columbia

20th Century

Private Stock

Columbia/Ode

Columbia/Epic

Columbia/

T-Neck

Polydor

Chrysalis

Polydor/RSO

Warner Bros.

Polydor/RSO

Capricorn

Columbia

Columbia

Columbia

Asylum

MCA

**RCA** 

Warner Bros.

Warner Bros.

Leif Garrett Waylon & Willie It Was Almost Like A Song Don Juan's Reckless Daughter Double Live Gonzo When You Hear Lou, You've Heard It All Even Now Ten Years Of Gold Street Player Blue Lights In The Basement Earth A Weekend In L.A. Watermark Countdown to Ecstasy Bootsy? Player Of The Year Golden Time Of Day It Feels So Good The Album Longer Fuse Feels So Good Emotion Chic

Carole King . . . Her Greatest Hits Son Of A Son Of A Sailor Central Heating Showdown

London Town

Champagne Jam

Heavy Horses Excitable Boy Player FM Endless Wire Rock 'n' Roll Animal Grease Together Forever CBS/Phila. Int'l. So Full Of Love You Light Up My Life Infinity The Sound In Your Mind

Blue Oyster Cult Randy Newman Eric Clapton Leif Garrett Waylon Jennings & Willie Nelson Ronnie Milsap

June 27

July 6

July 7

July 19

July 20

July 20

July 24

July 27

August 1

August 2

Joni Mitchell

Ted Nugent Lou Rawls Barry Manilow

Kenny Rogers Rufus Roberta Flack

Jefferson Starship George Benson ArtGarfunkel Steely Dan Bootsy's Rubber Band

Maze Manhattans Abba Dan Hill Chuck Mangione Samantha Sang Paul McCartney & Wings Carole King

Jimmy Buffett

Heatwave Isley Brothers

Atlanta Rhythm Section Jethro Tull Warren Zevon Player Original Soundtrack Gordon Lightfoot Lou Reed

Original Soundtrack Marshall Tucker Band O'Jays Johnny Mathis Journey Willie Nelson

Polydor/Mercury Con Funk Shun May 10 May 10 Polydor/Mercury Flying High On Your Love Boys In The Trees May 15 May 16 Casablanca Double Platinum May 16 Atlantic Warner Communications May 16 Casablanca Thank God It's Friday May 18 Columbia Menagerie May 22 CBS/Epic Bat Out Of Hell May 24 Warner Bros Van Halen The Best Of Rod May 25 Polydor/Mercury Stewart May 26 United Artists City To City May 30 Polydor/RSO Shadow Dancing May 30 Capitol Stranger In Town And Then There Were May 31 Atlantic Three May 31 Atlantic Disco Inferno May 31 Columbia Songbird May 31 Asylum But Seriously, Folks Mushroom June 2 Magazine Greatest Stories June 7 Elektra Live June 8 Casablanca Don't Let Me Be Misunderstood Atlantic/Rolling June 12 Some Girls Stones June 12 RCA The Best Of Dolly Parton Darkness On The Edge June 16 Columbia Of Town June 16 CBS/Phila, Int'l. Life Is A Song Worth Singing June 19 London Octave Double Vision June 20 Atlantic June 21 Warner/ Stone Blue Bearsville June 21 Warner Bros. Send It A&M Togetherness June 21 June 21 A&M Sounds. And Stuff Like That June 21 A&M Love Me Again June 21 A&M Worlds Away CBS/Epic You Can Tune A June 26 Piano, But You Can't Tuna Fish June 27 Columbia

Street Legal **RCA** It's A Heartache Columbia Eddie Money You're Gonna Get It ABC/Shelter Capitol Natalie Live

That's What Friends Columbia Are For Columbia Stardust Pyramid Arista Warner Bros. Elite Hotel A&M

**Under Wraps** 

Warner Bros

Secrets Bar-Kavs

Carly Simon Average White Band Original Soundtrack

Bill Withers Meat Loaf Van Halen Rod Stewart

Gerry Rafferty Andy Gibb Bob Seger & The Silver Bullet Band Genesis

Trammps Barbra Streisand Joe Walsh Heart Harry Chapin

Santa Esmeralda

Rolling Stones

**Dolly Parton** 

Bruce Springsteen

Teddy Pendergrass

Moody Blues Foreigner Foghat

Ashford & Simpson L.T.D. Quincy Jones

Rita Coolidge Pablo Cruise REO Speedwagon

Bob Dylan Bonnie Tyler EddieMoney Tom Petty and the Hearthreakers Natalie Cole Johnny Mathis and Deniece Williams Willie Nelson Alan Parsons Project Emmylou Harris Brothers Johnson Shaun Cassidy

(continued on page 96)



MECO 'STAR WARS' GOLD — Millennium recording artist Meco Monardo recently was presented gold awards for his "Star Wars Theme/Cantina Band" single and the album containing the single, "Star Wars And Other Galactic Funk." Pictured (I-r) at the presentation are: Irv Biegel, executive vice president of Millennium; Monardo; Jimmy lenner, president of Millennium, and Bruce Bird, vice president of promotion for Casablanca Record and Film Works.

# YVONNE ELLIMAN

# RICK JAMES

# TEDDY PENDERGRASS

Every December,
World burn

Billboard, Cashbox and Record World burn gallons of midnight oil in an attempt to figure out who did the most for music during the past twelve months. When the smoke cleared this year, it turned out that between them, Billboard, Cashbox and Record World handed over a total of 56 different awards to Yvonne, Teddy, Rick—and Rick's group, The Stone City Band.

So congratulations. And thanks. Without you we'd just be alive. With you we're Alive and kicking.



Alive Enterprises, Inc., 8600 Melrose Ave., Los Angeles, CA 90069 (213) 659-7001 433 East 56th St., New York, N.Y. 10022 (212) 355-4848

# Propelled By RSO Records Successes In '78, Retail, Wholesale Movie Soundtrack Albums See Banner Year

LOS ANGELES - With as many as 11 soundtrack LPs appearing on the Cash Box Top 200 Album chart in a single week, 1978 proved to be a banner year for albums featuring music from films.

As the year ends, seven soundtracks have a footing on the album chart and three of those LPs, "Lord Of The Rings." "Saturday Night Fever" and "Up In Smoke" are bulleting.

Setting the pace for '78's soundtrack successes was RSO Records which fanned the fires of the phenomenon early in the year when the soundtrack from "Saturday Night Fever," which was released in November 1977, climbed to the top of the album chart on Jan. 21, just eight weeks after its release.

The "Fever" album's success was spurred by the fact that the LP contained a number of hit singles, three of which -"Jive Talkin'," "How Deep Is Your Love" and "Stayin' Alive" — were recorded by RSO's Bee Gees. Other hits culled from the LP included Tavares' "More Than A Woman," Yvonne Elliman's "If I Can't Have You" and KC and the Sunshine Band's "Boogie

RSO paced its initial successes with the release of two other soundtracks, "Grease" "Sgt. Pepper's Lonely Hearts Club Band," which also featured music by the Bee Gees. "Sgt. Pepper" became the first album to ship triple platinum, with initial orders exceeding three-and-a-half million copies

And with "Grease" recently topping the 10 million unit mark domestically and 'Saturday Night Fever" nearing the 15 million sales level in the U.S., RSO claims the two top grossing albums of all time.

On Oct. 31, 1978, Cash Box reported there were 11 soundtracks on the album chart, three of those albums, all in the Top 10, were RSO releases — "Grease" at #1, "Sgt. Pepper's Lonely Hearts Club Band" at #8 and "Saturday Night Fever" at #7.

Moreover, seven of the 11 soundtracks found on the chart were two-record sets ranging in price from \$12.98 to \$15.98. One. Casablanca's "Thank God It's Friday," was a three-record set, which lists for \$14.98.

In contrast, only six soundtrack albums were found on the Cash Box chart in Oct. 1977 and four of those records were single LPs. And in Oct. 1976 only MCA's "Car Wash" soundtrack was listed in the Top

Appearing on the Oct. 14, 1978 chart were: "Grease" at #1; "Sgt. Pepper's Lonely Hearts Club Band" at #8; "Saturday Night Fever" at #17; "Children Of Sanchez" at #31 bullet; "FM" at #96; "The Wiz" at #108 bullet; "Thank God It's Friday" at #109; "Animal House" at #152 bullet; "Battlestar Galactica" at #161 bullet; "Foul Play" at #167 and "Eyes Of Laura Mars" at #168.

Soundtracks currently appearing on the album chart are: "Grease" at #5; "Saturday Night Fever" at #40; "Lord Of The Rings" at #70 bullet; "The Wiz" at #104; "Sgt. Pepper's" at #114; "Up In Smoke" at #121 bullet and "Midnight Express" at #172.

# Video Leads Merchandising **Trends In-Store For 1978**

by Leo Sacks

The cross-merchandising of the record and video industries in record retail outlets, the emerging importance of inventory display specialists as liaisons between their company's branch offices and dealers, and the growing use of point-of-purchase materials were major in-store marketing developments in 1978.

Video cassettes featuring group performances were actively used this year to advertise LPs within record outlets. "The audio-visual concept is what turns the consumer on today," stated Sam Passamano, (then) vice president of distribution for MCA Records, (Cash Box, January 14).

Some outlets, like the Peaches chain, looked for new ways to screen large numbers of tapes and came up with the "video concert" approach. Other retailers began splicing footage from different tapes together

Meanwhile, more record dealers also began to sell video equipment. The Warehouse, for example, crossmerchandised audio and video hardware with records and tapes, as well as video software. Cleveland's Record Rendezvous saw a video cassette turnover of four times a year, and video software sales approached five percent of the chain's dollar volume, according to Joe Cohen, executive

# Sales Skyrocket

by Aaron Fuchs

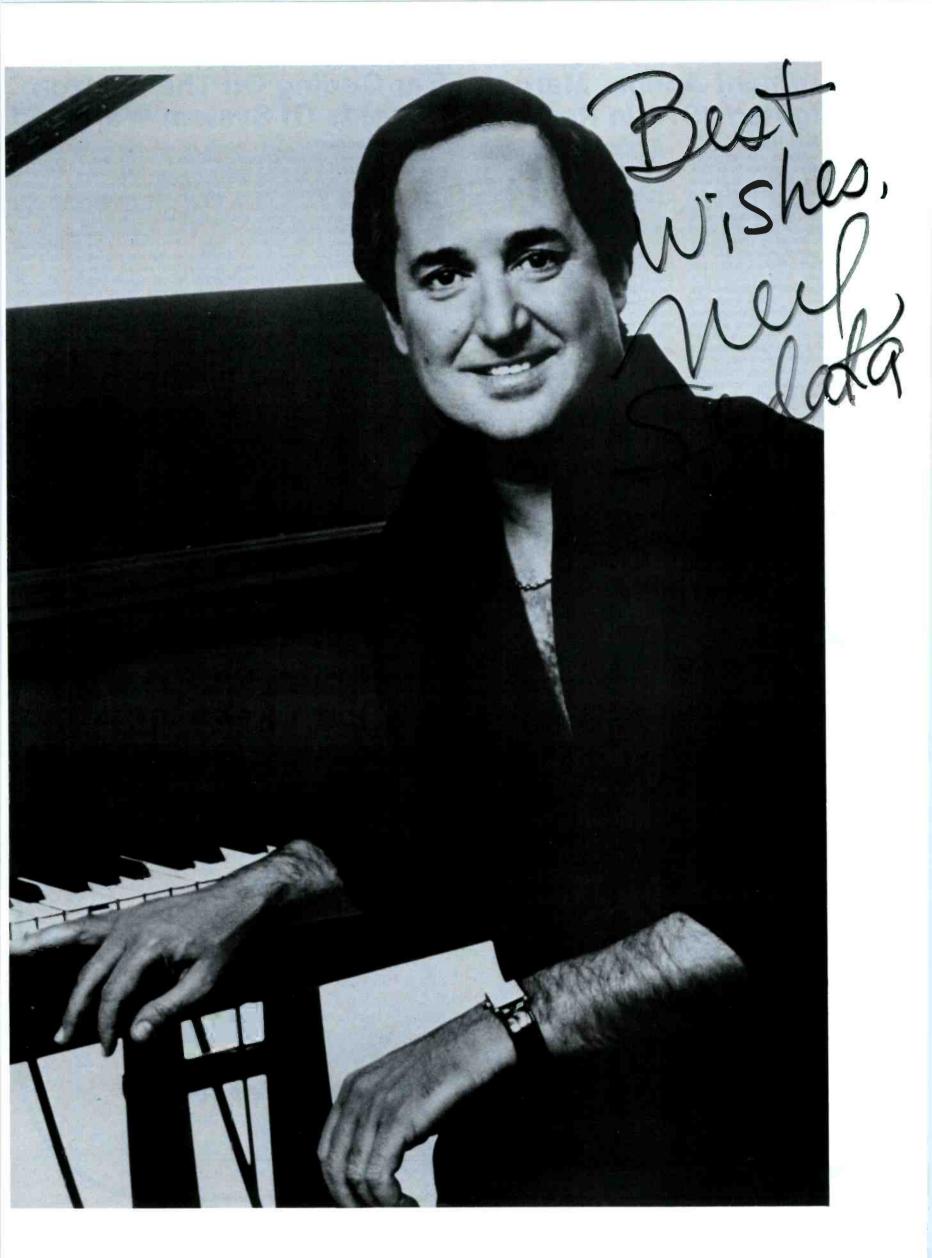
At the retail and wholesale levels, 1978 was a year of rising prices measured by both the disappearance of the \$6.98 list LF and the appearance of the \$8.98 list LP Another concept that proved as provocative as price raising was that of the multi-tier wholesale price structure. Widely adopted by manufacturers, this type of pricing engendered resentment and confusion among some retailers, while benefiting

Retail prices began their ascent early in the year. The first big jump came when CBS  $\,$ announced that, effective Jan. 30, the list price of most of its front-line and catalog LPs would rise to \$7.98. Shortly afterwards, both RCA and WEA followed suit, and the rest of the industry was not far behind.
In January, WEA unveiled its multi-tier

wholesale plan (Cash Box, Feb. 4). While wholesale prices had traditionally been divided basically into dealer and wholesaler prices, the WEA plan offered a strict definition of wholesaler as an operation that did not include any "affiliated retailer." Operations that included affiliated retailers would pay a retailers' price for that percentage of their business, with the retailers' price computed on a sliding scale, depending on the volume of affiliated business that was done. Other aspects of the plan included chargebacks and rebates for customers whose projections were inaccurate by the year's end.

Some dealers reacted adversely to WEA's plan (Cash Box, March 18). Operators of multi-unit retail stores charged that, despite the large volume of

Seasons Greetings 0 0 0 0 from 0 0 0 0 0 0 0 0 O 0 MANAGEMEN 0 0 0 O 0 0 0 representing 0 0 0 O 0 DANNY DOUMA BOB WELCH 0 0 1420 N. Beachwood Dr., Hollywood, California 90028 (213) 466-1601



# Government Action, Mergers Highlighted 1978 In Radio

by Joey Berlin

LOS ANGELES — The introduction of a bill to rewrite the Communications Act of 1934, a series of mergers and other realignments in the major broadcast company holdings and three high court rulings on issues concerning the broadcasting community were the dominant radio stories in 1978. Direct and indirect challenges to Arbitron, the leading radio ratings service, and the blossoming of disco formats also made headlines last year.

Rep. Lionel Van Deerlin introduced his proposed rewrite of the law governing broadcasting in June. It immediately drew a full range of responses, from the unqualified support of the NRBA to the mixed reaction of the NAB to the harsh criticism of the NCCB. The bill called for an end to format restrictions, commercial limitations, ascertainment requirements, the Fairness Doctrine, news and public affairs restrictions and logging requirements. The bill also would institute a spectrum use fee and replace the FCC with a Communications Regulatory Commission.

#### Mergers

The October announcement that Cox and General Electric are going to merge their radio chains in the largest broadcasting merger ever was only one of the impending ownership realignments proposed in 1978. Combined Communications, which bought five major market stations earlier in the year, and Gannett Company also announced merger plans, as did Sonderling Broadcasting and Viacom, although the latter deal has been opened for renegotiation.

Other major broadcast property shifts in 1978 included Roy Disney's Shamrock Broadcasting's purchase of Starr Broadcasting, Storer Broadcasting's decision to sell off its radio division and Filmways' shuttering of its radio division.

#### **Court Decisions**

In July, the Supreme Court upheld the FCC's decision to warn WBAI/New York against the airing of George Carlin's infamous "Seven Dirty Words" track. The Court also upheld the FCC ruling preventing the establishment of new broadcast-newspaper cross-ownership situations, although the Court overturned the FCC's requirement that existing cross-ownership holders must divest one of the properties.

A lower court television ruling also made waves in the broadcasting community. A Court of Appeals ruled in the case of WESH-TV/Daytona Beach, Fla. that incumbent broadcast licensees should not get automatic favorable treatment in renewal challenges.

#### **Ratings Services**

For ratings services it was a year fraught with activity. New services such as TRAC 7 and Burke were lining up their first clients while Arbitron, currently far and away the most important ratings company, was introducing new procedures in the face of a steady stream of lawsuits and recalled books.

KUPD/Phoenix, CKLW/Windsor, Ont. and WBOZ/Bozeman, Mon. threatened Arbitron with legal actions and several other stations complained about sample

# Benefits Of System Weighted by Leo Sacks way off since problems had yet to be

**Bar Coding On The Horizon;** 

A number of major manufacturers applied for and/or received bar coding numbers from the Universal Product Code (UPC) council during 1978. CBS Records was the first company to announce that it would begin to carry the printed system on some of its album jackets early next year, fulfilling a prediction made by Bruce Lundvall, president of CBS Records Division, at the 1978 NARM Convention (Cash Box, October 28). Other manufacturers that took steps toward the implementation of bar coding were Capitol, ABC, and A&M.

According to Joe Cohen, executive vice president of NARM, the single most important upshot of the association's 1978 convention in New Orleans was the decision by WEA and CBS to seek manufacturer designation numbers from the UPC. The announcements came at a time when regular NARM members were pushing hard for some progress on what appeared to be a seemingly stalled issue at the time (Cash Box, April 1). The CBS move had come as no surprise, since representatives of the company had previously stated that they intended to apply for a manufacturer designation number. WEA's vote of confidence for bar coding ended uncertainty about its position on the issue.

Other label executives, however, disagreed about how long it would take to implement the bar coding system. Walter Lee, vice president of sales for Capitol Records, said it would take at least three years before the industry adopted the system. Lou Dennis, vice president of sales for Warner Bros., also said implementation was a long

way off, since problems had yet to be resolved in such areas as computer systems, warehouse controls, packaging, and artist relations. However, he called the CBS and WEA initiatives "a major step" towards the eventual introduction of bar coding in the record industry.

Bar Coding Brochures

One of the NARM projects developed during the year was the preparation of bar coding brochures for the retailer and rack jobber that will explain what the UPC is as well as evaluate the cost and application to each category of members (Cash Box, July 15). The manuals were written by Boston Associates under the supervision of Fred Humphrey and will be distributed to NARM members at the organization's convention in March, 1979. A formal audio-visual presentation illuminating the bar coding issue will be made at that time.

Another highlight of this year's NARM convention featured a seminar conducted by Dr. Shelley Harrison of Symbol Technologies concerning the various cost savings that could be achieved through bar coding. Harrison cited the elimination of error, reduced labor costs, decreased shrinkage, and the improvement of product mix as by-products of the computerized bar coding system. He added that electronic scanners, which currently cost from \$3,500 to \$8,000, are becoming less expensive

But retailers at the convention seemed less concerned about the price of equipment than about the efficiency of the proposed system. Many want to be able to (continued on page 112)

Best Wishes

Glen Campbell

# \*EPA-logue to a great year.



Photographed at Celebration Recording Inc. New York.

Boston
Meat Loaf
The Isley Brothers
Kansas
The O'Jays
Teddy Pendergrass
Dan Fogelberg/Tim Weisberg
Heart
Heatwave
George Duke
Lou Rawls
Patti LaBelle
The McCrarys

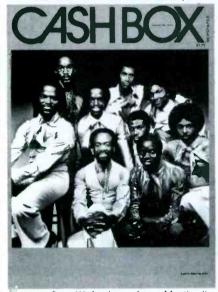
Congratulations to the year-end award winners on E/P/A. \*Epic/Portrait\*/and the CBS Family of Associated Labels.

"Epic," Portrait" Portrait are trademarks of CBS Inc. Associated Labels distributed by CBS Records. Full Moon is a trademark of Full Moon Productions. Cleveland International is a division of the Cleveland Entertainment Company. P.O. Box 783, Willoughby, Ohio 44094. (216) 951-0993. 538 Madison Ave., New York, N.Y. 10022. (212) 935-8630.

# 1978 News Summary

JANUARY
Major labels begin new year with price hikes. CBS raises all \$6.98 lists to \$7.98. RCA lifts 91 \$6.98 lists to \$7.98 . . . WEA reveals multi-tier wholesale pricing struc-Television advertising and increased phonograph sales push holiday sales to new heights, according to nationwide retail survey . . . More than 1,-000 firms represented at 12th MIDEM . . . Jerry Rubinstein and Charlle Minor form new Xeti label . . . Copyright Register files preliminary report favoring performance WCI Group announces record revenues for 1977 after big fourth quarter.

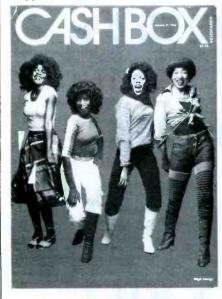
Radio City Music Hall to close . . . Five-year study projects growth for music publishing business, cites "pivotal influence on \$12 billion entertainment com-Merchandising tools viewed as key factor in record sales by manufacturers .. ABC Records drops Dot and retailers .

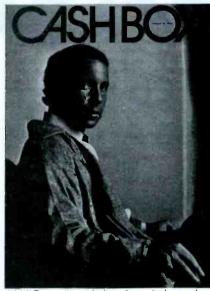


. Sam Welss buys Apex-Martin distributors . . . L.A. Top 40s KHJ and KTNQ make program director changes State Department denies visas for Sex Pistols tour, later reverses decision . . . Labor Department examines artists' employment problems...Phonodisc reports 1977 sales of \$120 million...CBS marketing meet held in New Orleans...Russ Bach named marketing development VP at WEA Charlie Chaplin dead at 88 . . . Survey finds domestic pressing quality up, but retailers still unsatisfied . . . Label execs disagree on disco 45s impact on LP sales ... Vintor Carver appointed president of GRT Corp.

### FEBRUARY

Soundtrack LPs, led by "Saturday Night Fever," hot on charts with more expected . Savage winter storms batter east coast, stagger northeast music operations





A&M Records switches from independent to branch distribution Carter Administration urges FCC to expand minority radio ownership ... CBS Records volume leaps 28% in 1977 ... Capitol, ABC and A&M move toward bar coding on LPs Scotti Brothers pact with Atlantic Records for own label.

Robert Summer named division vice Industry president of RCA Records . members discuss piracy with Carter Administration ... NAB supports WBAI in "Seven Dirty Words" case ... London Records announces top level management changes. . . Capitol Records reports stable sales in 1977, but net income is down .... 20th Century-Fox Records translates \$4 million 1976 loss to \$2 million profit in 1977

Bob Dylan's film, "Renaldo And Clara," premieres ... Chicago's Terry Kath dies from gunshot wound ... BMI reaches license agreement with public broad-Toxic emissions from vinyl plant shut down California public school



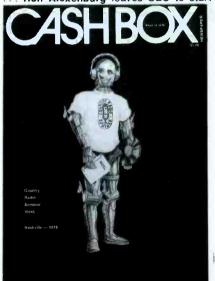
MARCH

Capitol and Phonodisc post three-tier wholesale pricing changes Haayen named president of Polydor, former president **Irwin Steinberg** named chairman of the board ... United Artists shutters label's New York office ... **Bee** Gees family dominates singles chart Eagles, Fleetwood Mac and Barbra Streisand take top honors at 20th Grammys. Phonodisc renamed Polygram Distribution, plans expansion . . . Carl Madurl and Mercury from Midwest Records . . . U.S. publishers said to be abandoning millions in unclaimed overseas mechanical royalties . . . Retailers and labels stepping up use of video merchandising aids.

ASCAP, public broadcasters still opposed on licensing plan ... SESAC announces pact with public broadcasters .... Hundreds of stations air new Jefferson Starship LP in RCA promotion . . . ABC "Display It Again" merchandising campaign pays off for retailers and label ... Mike Curb makes bid for California Lt. Gov. office ... Paul Simon signs with Warner Don Arden assumes presidency Bros. at Jet Records . . . Mushroom and Portrait resolve dispute over Heart's "Magazine" LP Cotillion takes over promotion and marketing duties for Atlantic's custom labels . . . Foreigner embarks on 42-day world tour . . . Proposed bill would require licensing of all personal managers College licensing agreement disclosed at 18th NECAA meet ... ASCAP 1977 revenues surpass \$100 million for first time.

APRIL

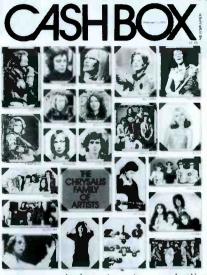
Artie Moguli and Jerry Rubinstein buy United Artists Records from Transamerica... Jet Records not included in UA purchase Ron Alexenburg leaves CBS to start



Don Dempsey named head of Epic/Portrait/Associated . Cooperation marks 20th NARM Labels convention, WEA and CBS announce plans to apply for bar coding numbers . . . Robert Summer named president of RCA Records, Louis Couttelenc returns to RCA-Performance royalty issue Mexico debated before House subcommittee . WCI's domestic labels report revenue increase for 1977 of \$364.3 million, increase of 29% . . . EMI-America opens offices in Hollywood ECM Records pacts with Warner Bros. for distribution . . . CBS raises wholesale prices, institutes new pricing policy . . . WCI music survey reveals 20-29 age group buys 37% of all records, teens account for only 23% ... WCl best first quarter recorded with revenues up 22% ... CBS International's 19% increase paces first quarter sales jump.

Outlook seen improving for discount

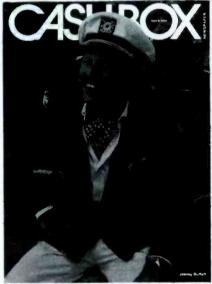




store record departments Department files Supreme Court brief backing WBAI in Carlin case ... Harry Anger leaves Polydor for Arista marketing VP post ... Gary Davis named marketing VP at ABC Records ... Stan Monteiro joins Cash Box as director of marketing ... Deregulation dominates NAB convention in Las Vegas... MCA lowers prices on slower moving catalog items... Audits & Surveys bows TRAC 7 ratings service... United Artists/Blue Note reactivates Pacific Jazz label ... Capitol wins class action stock manipulation case ... John Williams and Joe Brooks garner musical Oscar awards . Loss of United Artists hurts independent distributors . . . Dollar decline against foreign currencies boosts export business.

#### MAY

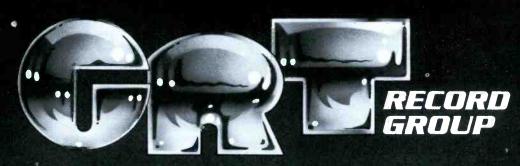
ABC Record & Tape Sales sold to Lieber



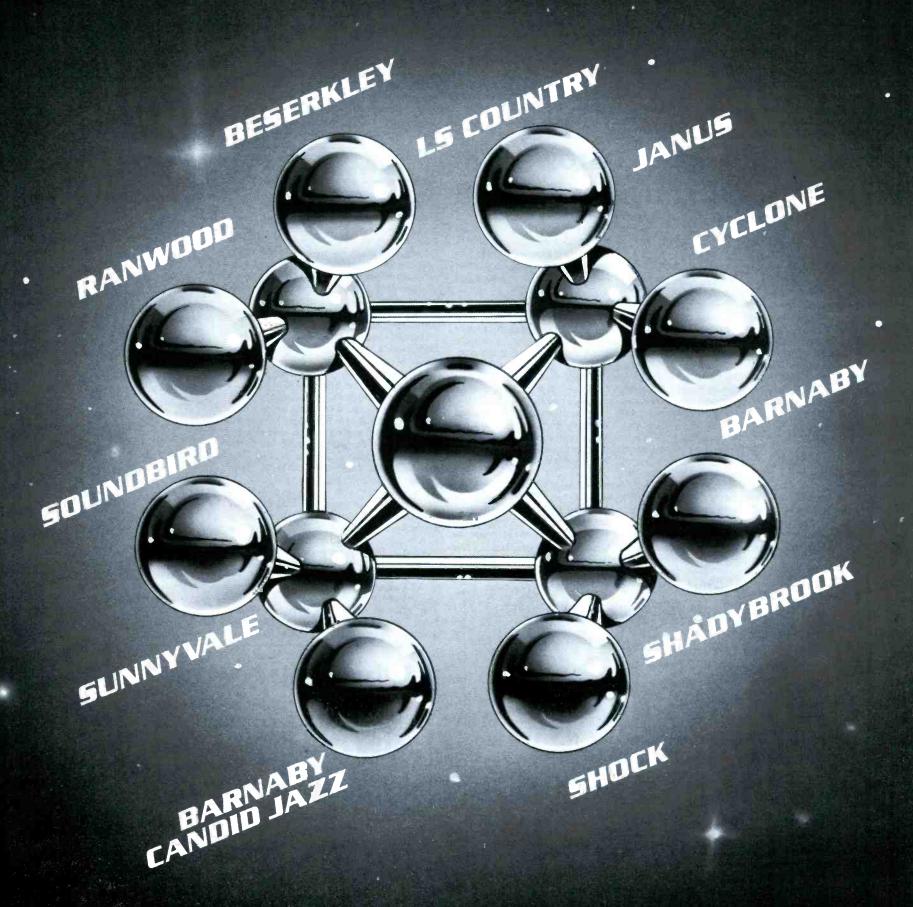
man, price estimated at \$16 million Lieberman planning to close most ABC Record & Tape branches . . . Atlantic buys Big Tree Records . . . New England dealers boycotting CBS over price hike . . . Unofficial boycott slows business at MS Distributors . . . CBS reveals plans for Georgia pressing plant ... Stark/Camelot announces expansion plans, aiming for 100 outlets by 1980 ... Jet distribution deal made with E/P/A ... EMI Ltd. firms worldwide distribution pact with United Ar-.. RCA and Rocket Records make distribution pact : . . Polydor shifts country acts to Mercury label . . . Growth noted at WEA spring meeting, especially in black music marketing and executive training.

NARM asks merchandisers to report pirated records and tapes ... Six-week CBS pressing plant strike settled . . . Dollar decline reduces import profits . . . LP sales boosted by multiple single releases Travolta/Newton-John, Mathis/Williams

(continued on page 114)



... A NEW SOURCE OF ENTERTAINMENT ENERGY...





MARSHALL TUCKER TO WARNERS The Marshall Tucker Band has signed an exclusive, world wide recording contract with Warner Bros. Records. The band, which has garnered seven gold and two platinum albums since its inception in 1972, will release its first Warner Bros. product late in 1979, following completion of contractual obligations to its former label, Capricorn Records. The six member ensemble, Toy Caldwell, lead guitar and vocals, George McCorkle, rhythm guitar, Paul Riddle, drums, Tommy Caldwell, bass and vocals, Jerry Eubanks, flute, saxophone, vocals and percussion, and Doug Grey, lead vocals and percussion, has remained together without personnel changes. Pictured (I-r) at the signing ceremony are: Toy and Tommy Caldwell; McCorkle; Mo Ostin, chairman of Warner Bros.; Grey; Eubanks; Bob Regehr, vice president of artist development and

# Strong Int'l Sales, Growth Of **Worldwide Labels Mark 1978**

by Dale Kawashima

LOS ANGELES - This past year not only marked another period of substantial sales growth in the international marketplace. but the organization of new branch operations, the construction of manufacturing facilities and the opening of new distribution centers by the chief labels also highlighted 1978's international events.

Warner/Elektra/Atlantic Records International reported that its worldwide sales for 1978 exceeded last year's total by more than 32%, with the Polygram Group exhibiting an approximately 25% sales increase. In addition, CBS International and other key labels reported significant increases. Polygram achieved its first billiondollar-plus sales year in 1978 due in part to the worldwide success of the RSO soundtrack albums, "Saturday Night Fever" and "Grease."

In 1978 WEA International continued to expand organizationally, launching new branch operations in Austria, Hong Kong, Singapore and Malaysia, WEA also opened distribution centers in Benelux, Milan and Sao Paolo. CBS International completed construction of manufacturing facilities in Aylesbury, England and Brazil, and launched its New Zealand branch operations. In addition, A&M Records opened an administrative office in Paris to coordinate the label's European product releases and

#### International Transactions

A variety of international transactions were made in 1978 to heighten the record sales and exposure of each label's domestic artists overseas, and to more effectively promote foreign-based acts in the American record marketplace. Coen Solleveld, president of Polygram, moved from the company's headquarters in Baarn, Holland to New York last August to improve the interchange of information between the firm's American operations and its overseas counterparts, and to reinforce Polygram's commitment to the U.S.

A&M Records, in order to stimulate sales of its domestic product in Japan, ended its 11-year association with King Records and signed a licensing agreement with an in-

(continued on page 120)

# **Indie Distributors Weather Defections**; Branches Growing

by Peter Hartz

LOS ANGELES - The roster of independently-distributed labels continued to shrink during the past year with the notable departures of United Artists from the fold and the opening of A&M Pacific, a west coast branch operation.

In late February, A&M announced its intention to open a western branch to service L.A., San Francisco, Seattle, Denver and Phoenix. In addition to opening the A&M Pacific facility in Sun Valley, California, the label moved to have sales offices in each

The loss of the UA line and its extensive catalog was seen by distribution spokespersons as a "serious loss." After the purchase of the label by Jerry Rubinstein and Artie Mogull from Transamerica Corp., distribution was arranged with Capitol-EMI.

Several branch operations were bolstered with new facilities during the past year. In March, Phonodisc Inc. was renamed Polygram Distribution. Throughout the year, Polygram moved to become one of the industry's "Big Three" branch operations by doubling its L.A. facility and opting for new operations in Seattle, St. Louis and Detroit. In addition, ground was broken in September for a new 100,000 sq. ft. warehousing facility in Edison, N.J. which is expected to handle 30 percent of the conglomerate's volume. Jules Abramson was named vice president of planning in August and John Frisoli, president of Polygram Distributing predicted a \$300 million year for the distribution arm based largely on the success of distributed labels such as RSO and Casablanca which joined Polygram in

#### MCA Reorganization

The distribution arm of MCA Records was reorganized in the fall to become MCA Distributing Corp., a separate entity which will handle MCA and the newly-formed infinity Records headed by Ron Alexenburg. In October, Al Bergamo was named president of the new MCA Distributing. The month before, Midsong left the MCA fold to be distributed by independents.

Throughout the year, the majors aggressively sought new labels for manufacturing and distribution deals. Salsoul pacted with RCA for U.S. distribution in July. RCA also set distribution with Rocket in May and signed the Hologram label in June. Several other smaller labels joined RCA during the year.

WEA also expanded its roster by signing distribution agreements with Island in July and ECM in April, both through Warner Bros., new labels Hilltak and Big Tree through Atlantic and Planet Records, Elektra/Asylum's first custom label.

CBS gained the Jet label in May after its departure from UA. The ARC label was formed with CBS distribution in June.

Pickwick Buys M.S. in L.A.

In another development, the expansion of Pickwick in Los Angeles as a result of the purchase of M.S. Distributing of L.A. in July raised the anticipation that Pickwick would continue to expand into other markets. Independent distributors in many areas were nervous that their market percentages could be eroded by any additional Pickwick move.

In the same month, Pickwick International acquired the Sam Goody retail stores boosting the conglomerate's retail store count to 360. Citing the concept of regionally-based "super distributorships,"
John Salstone of MS said efforts would be concentrated in Chicago, St. Louis and Kansas City.

Pointing to Pickwick's involvement on both the retail and distribution ends of the business, Peaches and Tower retail chains in L.A. balked in August and September at "buying from our competitor." As a result, independent labels handled by Pickwick in the area sought alternate forms of distribution relying on distributors in other parts of

the state and out-of-state.

In a related development prompted by the exorbitant cost of shipping to a 32-store chain from a central location. Nehi Corp., the owner of Peaches, closed its L.A. warehouse in November, turning the buying responsibility over to the individual stores. Peaches had previously shipped product by containerized airfreight to its locations throughout the country.

As is characteristic of the ever-changing distribution networks, there were persistent rumors throughout the year of major distribution moves. At year's end, Steve Diener of ABC took particular care to deny claims that the label was about to be purchased by Polygram or that a major distribution reorganization was in store



PUT IT THERE, PREZ' - WRKO/Boston PD Mark McKay has the sole member of the Boston broadcasting community invited to a recent White House Bar-B-Q for the music industry. Pictured above shaking hands with the President is McKay.

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# '78 Witnesses Exec Turnovers, Musical Growth In Nashville

by Bob Campbell

NASHVILLE — In the future, music historians will surely consider 1978 a most remarkable year for country music in terms of change and growth.

Nearly every major record company here has experienced executive turnovers on a high level, but country music is also being seen and heard in more homes than ever before. More country records are crossing over into the pop charts now, and this expansion is because of better product, better marketing and promotion, and saturated exposure through radio, television and concert and club appearances.

Jerry Bradley, RCA's division vice president and Nashville company head, feels 1978 completes about four straight record years for Nashville.

"I think it has been a record year for the whole industry," Bradley said. "I think it is really one of about four record years. It has been coming since '75, '76 and '77. How big it gets and how long it lasts is something else. I think other labels are having a banner year proportionately. I really think it will even get better because I think country music is probably the music of tomorrow. When I say country, I am talking about modern country."

The most visable change on music row occurred in the upper management positions of record companies here. The predominant activity centered around Jimmy Bowen. In the course of a few months, Bowen moved from independent production to the head of the MCA Nashville office, and then again to Elektra/Asylum as vice president in charge of the Nashville branch. Earlier this year, David Malloy combined duties as head of

A&R and director of operations for E/A, but he surrendered the day-to-day running of the company to Bill Williams and concentrated on production. In July, Williams resigned from E/A, and he now works for Jack Clements' JMI Label as national country promotion director.

This fall, Frank Jones resigned as head of the Capitol Records' Nashville branch and has now accepted the position of vice president and general manager of Vince Kickerillo's Inergi Records' Nashville office. Also, Lynn Shults recently resigned as director of operations for United Artists here and moved over into Jones' old position at Capitol. Jerry Seabolt, former national country promotion director for United Artists, replaced Shults in December as head of operations for United Artists here.

All labels spent more time and money on marketing and promoting country product this year, and ABC and CBS re-structured their marketing and promotion departments with additional personnel and new job alignments. And RCA here proved a trendsetter once again with the announcement last spring that the Nashville office would create a viable outlet for pure pop music. Joe Galante was named a vice president of marketing on a national company level, and personnel were hired to market, promote and develop pop music from Nashville. Another major change occurred when Polydor dropped its country artist roster. But most of the artists were absorbed by Phonogram/Mercury, Polydor's sister company.

Creative Changes

On the creative side, country music — which long resisted change — broadened its scope even more in 1978. And the music

is now being accepted in virtually all areas of American culture. Jimmy Bowen believes Nashville has opened up and will continue to expand in divergent musical directions.

"I think country music is now to the point where pop music has been for a long time," Bowen said. "You have eight different kinds. I hear traditional music coming out of here, and I hear orchestrated music coming out of here. The minds of the producers and the minds of the artists here are starting to allow this. The wider the range of country music, the bigger it will be. I think Waylon, Willie, Tompall Glaser, Dolly Parton, Crystal Gayle and Kenny Rogers have helped country music tremendously. They are on TV shows, and they are earning gold and platinum albums, which means they are getting into more and more people's homes.

"Country records are now playing on pop stations, MOR stations and some AOR stations," Bowen added. "The Nashville sound is whatever you want. Nashville is becoming more and more well-known every day. Every major management and booking agency knows about Nashville now. And more and more in the next few years, we are going to get the world's attention. Country music has always been an American art form. We aren't going to hurt that art form by change."

Perhaps the 1978 Country Music Association awards winners best emphasized the diversity and expansion of today's country music. RCA's Dolly Parton, who blatantly sought to change her image and expand her audience, won the CMA "Entertainer of the Year" award. And United Artists' Crystal Gayle, more a MOR artist than country, won the "Female Artist of the

Year" Award. But ABC's Don Williams won "Male Vocalist of the Year," and the straight country song, "Heaven's Just A Sin Away," won "Single of the Year" honors.

Other CMA winners included The Oak Ridge Boys as "Group of the Year"; Ronnie Milsap's "It Was Almost Like A Song" as "Album of the Year"; Richard Leigh's "Don't It Make My Brown Eyes Blue" as "Song of the Year"; Kenny Rogers and Dottie West as "Vocal Duo of the Year"; and The Oak Ridge Boys Band as "Instrumental Band of the Year." Grandpa Jones was inducted into the Country Music Hall of Fame.

### Country Column 1978 Highlights

January

KIKK-FM in Pasadena, Tex. aired a 10-hour documentary special in commemoration of the anniversary of the death of Hank Williams . . . Roy Clark, Johnny Cash, Roy Acuff, Minnle Pearl, Dolly Parton and Larry Gatlin taped the NBC-TV Special, "Fifty Years Of Country Music," this month at The Grand Ole Opry House . . . Johnny Cash and June Carter were on location in New Mexico filming the CBS-made-fortelevision movie, "Thadeus Rose and Eddy." . . . RCA's Waylon Jennings played for the Dallas Cowboys' Superbowl Victory Party in New Orleans.

**February** 

Mickey Newbury signed a writer's agreement with ASCAP ... "Waylon And Willie," the new RCA album by Waylon Jennings and Willie Nelson, debuted at #1 on the Cash Box Country LP chart in the Feb. 11 issue ... Ernest Tubb toured the west coast (continued on page 122)





Jerry Neintraub Management 3 Produced by Milt Okun



PLATINUM MEAT LOAF — Epic/Cleveland International artist Meat Loaf was recently presented in Toronto with a platinum record for sales in Canada of his album, "Bat Out Of Hell." The group has been on an extensive tour. Pictured (I-r) are: Meat Loaf; Steve Popovich, president Cleveland International; Arnold Gosewich, president, CBS Records Canada; and Stan Snyder, vice president, Cleveland International

## Video Leads Merchandising **Trends In-Store For 1978**

vice president of NARM (Cash Box. November 4). Cohen noted that approximately 40% of retail record stores now carry some audio hardware, and many of those that had begun selling video hardware had reported considerable success with their new line. Among these chains were Record Rendezvous and Sam Goody. In addition, all three Franklin Music stores in Atlanta have been carrying home video hardware and blank video cassettes for the past 18 months. "The compatibility of audio and video products has encouraged retailers to begin crossmerchandising," noted Cohen. "They seem to be very satisfied with the results and have found that blank video tape buyers buy in quantity. Franklin Music has carried 60 titles in pre-recorded video cassettes for the past five months."



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**Videodisc Revolution** 

Industry figures also expressed their enthusiasm about the potential of the videodisc. David Rothfeld, vice president and divisional merchandising manager for Korvettes, said that "we are on the threshold of the biggest revolution in home entertainment. The videodisc will not only prevail, but will be the most important new entertainment product since audio tape.' And Dan Davis, vice president of creative services for Capitol Records, stated that Capitol formed a video department because of our needs for promotional materials." However, he added, "We are all aware that (home) video does exist, and we are poised and ready to go with it" (Cash Box, November 4).

Display Materials Stressed

Point-of-purchase displays, long recognized as an important factor in record sales, played a vital role during 1978. One of the reasons, said Arnie Orleans, vice president of marketing for ABC, is that "a greater number of retail outlets opened, lending themselves to imaginative merchandising" (Cash Box, January 14). Noting the importance of the availability of merchandising materials to dealers, Paul Smith, (then) vice president of marketing and branch distribution for CBS Records, said that "market research tell us over onethird of all record and tape sales are influenced at point-of-purchase" (Cash Box, February 4).

Since the competition for display space is so fierce in many retail areas, inventory display specialists began to play key roles in branch-dealer relations. Rob Singer, Polygram's national merchandising manager, called the specialist's function "the most intense and dramatic area of growth in the industry today" (Cash Box, July 1). Designed as an entry-level position into the industry, the specialist's job was established to free branch salesmen from such time-consuming duties as taking inventory and setting up displays. "Merchandising no longer means just putting up posters," said one retailer. "It involves taking those displays and making them work in each particular store. And the local reps have learned what each store is looking

## Wholesale, Retail Sales Rise individualized packing, picking and shipp-

their individual account, they would be charged based on the purchases of individual stores. In either case, the wholesaler with no affiliated retailers qualified for the largest discount, regardless of volume.

Shortly thereafter, Capitol and Phonodisc (now known as PolyGram Distribution) each unveiled multi-tier pricing structures. While both extended WEA's concept charging subdistributors with retail affiliates more than one-stops, a unique feature of Capitol's plan was a discounted price for multi-store operations contained within what Capitol designated as a "distribution zone" (Cash Box, March 11). Neither the Capitol nor the Phonodisc plan took the volume of affiliated retailers into account.

#### Criticism

At the NARM Convention in March, one of the frequently expressed criticisms of the wholesale pricing structurals was that they were forcing retailers to act as subdistributors to qualify for the lowest discounted price.

In May, CBS threw its hat into the ring with a multi-tier pricing structure which was similar to the others that specified fees for

ing to separate locations (Cash Box, April

On a couple of occasions, retailers reacted to what they felt were inadequate discounts, by boycotting labels and wholesalers. In New England, retailers engaged in a boycott of CBS product, while west coast retailers, as a reaction to the multi-tier pricing structure of M.S. Distrbutors, boycotted that firm (Cash Box, May 15).

On June 1, RCA raised its wholesale prices. While retaining a two-tier structure, the firm still made a qualification for "hybrid accounts" whose prices would be measured by what percentage of their business was done with affiliated and nonaffiliated stores (Cash Box, June 10).

While things were relatively quiet from June through October, Warner Brothers announced that the list price of the Steve Martin album would be \$8.98. Shortly thereafter, CBS announced that six records bearing certain prefixes, (generally for artists in the superstar category) would also retail for \$8.98 (Cash Box, Oct. 21). Capitol followed suit by charging \$8.98 for Steve Miller's "Greatest Hits" and Wings' "Greatest Hits" (Cash Box, Nov. 4).

#### **Year For Jazz** 1978, A Banner

putting together some jazz lines (Marlin, Wolf and LRC) and found good action with Ralph MacDonald, Phil Upchurch and Jimmy McGriff.

Jazz activity at RCA was marginal for the year. A new distribution arrangement with Salsoul brought Bethlehem to the fold, and a new arrangement with Pablo was worked out. Norman Granz continues to present many of the best veteran performers on his Pablo and Pablo Live labels.

Outside the majors, Inner City was again the most active. While the bulk of its catalog consists of licensed masters (via Steeple Chase, Black & Blue, East Wind and Enja) it now distributes the Choice label and is rapidly catching up via its own recording. The Jeff Lorber Fusion was a hit act for In-

1978 saw a number of small labels enter the field specializing in straight-ahead jazz. Among the best were Artists House, Bee Hive, Century, Dreamstreet, Gryphon, Progressive and Who's Who in Jazz, the Lionel Hampton label.

Of the new labels going the fusion route,

Versatile was most impressive. They had chart action on their Grant Green album, and by year's end had signed an impressive artist roster, including Carmen McRae, Groove Holmes, Cornell Dupree, Jon Faddis and Jorge Dalto.

Activity was generally slow but meaningful on older established labels such as Nessa, Interplay and Famous Door, but considerably more active at Muse and Concord, both of whom are building substantial quality jazz catalogs. Discovery and Chiaroscuro had several quality LPs during the year, while Vanquard and Xanadu slowed down somewhat. But an A&R change at the former and a new distribution deal (via Cream) for the latter point toward an increase in activity during the coming

Many of the doomsayers in the music business look with skepticism at the continuing increase in jazz business each year and predict that some falloff is imminent. But at this point, all signs are toward an even better 1979 for jazz, whether it be jazzrock, jazz-crossover, jazz-fusion, jazz or

#### Mergers Mark (continued from page 102) Year In Radio

representations, especially with 18-24 year-old males. But Arbitron attempted to deal with its problems in a number of ways, including the establishment of its Radio Advisory Council, implementation of the Expanded Sample Frame in eight major markets and the testing of a 12-week extended measurement period in New Orleans and Seattle-Tacoma.

The ascension of WKTU to the top of the New York market in the Oct./Nov. ARBs capped the startling rise of disco as a viable format in 1978. The Burkhart-Abrams consulted station switched from mellow rock to disco in August and immediately shook up the nation's largest market. Within months disco formats mushroomed from coast to coast, with dozens of stations taking the plunge.

A few programmers also flexed their creative muscles by splicing together two renditions of the same song, creating unauthorized duets. One such creation, the teaming of Barbra Streisand and Neil Diamond on "You Don't Bring Me Flowers," inspired the artists' label to rerecord the duet, which resulted in a #1 hit.

Radio also reached out to television last year. CBS offered viewers a situation com-

edy, "WKRP in Cincinnati," which took a humorous look at the inside of a radio station. The series was taken off the air, but is due back on the schedule next year.

#### Government Involvement

But in retrospect it's clear that 1978 was a year in which the federal government was the big newsmaker in radio. Along with the court decisions and the rewrite bill, the Carter Administration urged the FCC to work toward increasing minority ownership of broadcast properties. Toward this end the NAB and the National Association of Black Owned Broadcasters held a management seminar in October.

### **Bar Coding Is Near**

(continued from page 102)

use the scanner to electronically "read" prices as much as they want to avoid the chore of pasting price stickers on albums. Joe Simone, chairman of the 1978 NARM Convention Committee, said that bar coding would even help those retailers who couldn't afford to buy scanners. Bar coding, he observed, would result in more visible numbers on record and tape packages. And, he noted, universal numbering should improve the efficiency of any inventory control system.

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# 'Widening Mainstream' Sees AOR Growing In Many Ways

by Mike Harrison

Lots of people claim that AOR radio has become undaring, "tight," and uncreative. True, there are many AOR stations that fit this unflattering description, just as there are stations of other styles and varieties that have little to offer their listeners beyond a repetitive drone of jukebox smashes. The syndrome, however, is hardly exclusive to AOR. As a matter of fact, the only reason there are seemingly more unillustrious AOR stations today than there were yesterday, is because there are so many more AOR stations in existence than at any prior time in the form's history. Therefore AOR has suffered to a degree from the watering down of talent due to league expansion. However, the thrust of the AOR movement, in terms of the activity of the pioneering leaders, is headed in an extremely positive and prideful direction.

Without a doubt, Album Oriented Rock radio has taken numerous different shapes in the dozen or so years of its existence. 1978 proved to be no exception. This, however, was the year that AOR took its rightful place as the dominant form of contemporary music programming, as the general music played on AOR radio became the recognized base of most Rock hit activity. Just look at the charts

It must be pointed out that AOR radio has never been a "format," per se. Unfortunately, though, it is many an industry observer's misimpression that AOR is indeed a "format" that has, to a great extent, confused their understanding of the subject. AOR is a generic family composed of a wide variety of "formats." AOR is a "genre." It is a genre that since its origin has been in a constant state of expansion, encompassing more and more forms.

Thus, in 1978, AOR radio continued to grow in a multitude of directions with stepped-up intensity. For many years this process resulted in fractionalization. The fractionalization process was helped along by the fact that so much of the musical and environmental differences evident in the various forms of AOR radio coincided with seemingly distinct differences in the lifestyles of their various audiences. Thus,

for many years, there was tremendous separatism between the stations (and, supposedly, their audiences). 1978 saw remarkable changes in that direction. This has been the year in which the listeners and consumers of Rock radio in general began to "genre-hop;" that is develop a multiplicity of contemporary tastes. Chalk it up to drastic changes in technology, art. culture, and the resultant perception of art and culture, highlighted by the emergence of Disco (that forced both AOR and Top 40 programmers to re-evaluate their perceptions of audience/musical/lifestyle boundaries), and a seeming "mass-passage" of the postwar babies to a new plateau of maturity. This reuniting of the formerly fractionalized AOR/Top 40 spectrum is resulting in a phenomenon best described as the "widening mainstream."

'New Attitude'

Of course, as already mentioned, much of AOR radio (and Top 40) is mired in narrow-spectrum, heavy-repetition, onelifestyle programming. Much of all mediums is usually a year or two behind their vanguards. However, 1978 was the year that a new attitude began to emerge among the genre's conceptual pioneers. This was the year that old fences were being scaled by a new attitude among AOR programmers. They are beginning to program to the Highest Common Denominator, instead of the infamous Lowest. New approaches that have the capability to transcend the old fractions are being developed. Smart programmers are no longer satisfied with low ceiling fractionalized audiences. They're grabbing for the double-digit gold ring, the way their predecessors did a couple of decades ago.

In response to the increased maturation of the audience, which is now highly career, consumer, and family oriented (just like their parents), AOR programmers have expanded the general environmental themes of their stations to include such formerly avoided subjects as sports, home economics, local politics, art, and numerous avenues of the humanities that were hitherto considered out of bounds, in addition to the traditional diet of help-line



**Mike Harrison** 

type services, drug, music, and concert information.

The on-air approach of the AOR announcer has stretched noticeably into creative expression, and entertaining areas that were formerly considered unhip. AOR is becoming to today's generation of youngto-middle-aged adults what MOR was to today's senior citizens when they were young-to-middle-aged! As Gordon McLendon reiterated, "The more things change, the more they remain the same

Personality, in the traditional radio

sense, is showing healthy signs of making a comeback; only this time the stage is AOR radio.

#### 'Standards' Pile Up

The AOR radio music library has become staggering. New releases are produced relentlessly and the "standards" continue to pile up. There aren't enough hours in a week to play all the available potent music; let alone enough minutes in the length of time that the rating services consider to be average periods of listening. Relative to this incredible expanding universe of music, all AOR stations, whether "tight" or "loose" by pre-1978 definitions, are seemingly 'tightening." Relative, however, to actual physical titles covered on the air, they are generally "loosening." It takes a sharp eye and an academically objective attitude, however, to notice this remarkable syndrom accurately and honestly.

Because of the excess, coupled with the fact that the album has long outdistanced the single as the primary unit of musical parcelling, marketing, and measurement, AOR programmers are turning to the individual track as the universal unit of measurement within their own communicative circles. Interestingly, this musical marketing technique is also being looked to by future-minded Top 40 programmers, who woke up to the fact that they were having problems determining the hits by looking at singles activity alone. This new area of commercial merging between AOR radio and Top 40 radio at the new bullseye of the widening mainstream target (continued on page 123)

# **Mass Merchandisers Express Optimism About Disc Sales**

"Saturday Night Fever" and "Grease," sales of records by mass merchandisers generally improved during 1978. Montgomery Ward & Co., for example, experienced steady sales gains for the year in its records departments and expects a similar increase in their regular volume next year, according to Al Geigle, national retail manager for the chain.

Observing that Ward's hopes to open ap-

proximately 20-25 stores per year, Geigle said. "We've already planned to open between 15-18 stores next year, and each one will have a record department." Approximately 300 Montgomery Ward stores, he added, currently sell records and tapes. Each of the new stores will carry a full line of LPs, as most of the chain's outlets do at present. Geigle said that while the chain does not offer an extensive classical selection, it does carry a good deal of catalog LPs.

Geigle stressed that cutouts were an im-

NEW YORK — Paced by the huge sales of portant part of the chain's product mix. "You've got to have them — they're a must," he said. "People are always looking for that

special cutout. It's true that they've gone up in cost, and many cutouts aren't the same quality that they used to be, but they've become very important to our business. We advertise them a lot, and I've found that it really helps to generate interest in them." Additionally, Geigle stated that Ward's has experienced a good deal of success with such items as record cases, guitars, strings, and stereo cleaning accessories.

**Meet Competition** 

On the issue of pricing, he expressed some concern regarding the onset of the \$8.98 list price and how the consumer would react to it. "But people are still buying 'Grease' and 'Saturday Night Fever' (which list for \$12.98), so you really can't tell how they'll respond," he said. "We'll just continue to assert ourselves and try and meet our competitors." Geigle reported that the chain went as low as \$5.99 for \$7.98 list LPs. but that its normal shelf price is either \$6.49

"Should the economy start to tighten up; kids are probably going to start spending more time at home," he continued. "In that case, I think you'll find more money spent on home entertainment, and that should boost record sales.

Geigle also cited Ward's credit system as a boon to the chain's record sales. "The older, more mature customer that shops in our stores doesn't always have the cash to pay for a two-pocket set," he said. "And you'd be surprised at the number of people that buy records on credit. It's one advantage Ward's can offer that a discount store might not be able to afford.

He mentioned that one of the reasons the profit per square foot for records at the chain "compares so well" to other types of items is because "we don't give our merchandise away like other chains. You can't stay in business for fun. There has to be profit, and we're out to get it."

# **Packaging Companies Raise Prices To Match Inflation**

#### by Charles Paikert

NEW YORK — For packaging companies that serve the music industry, 1978 was a year of price hikes; an increase in the production of lavishly designed sleeves and jackets; and the tentative beginning of a bar coding system, according to Ellis Kern, president of lvy Hill Packaging.

Kern cited the increase in the cost of paper from Canadian mills as the primary cause of price rises in the packaging industry in 1978 that averaged 7% for the year. Kern also listed a rise in power rates, insurance costs and payroll taxes as factors contributing to the price increases

"Prices have just about doubled in the past five years." Kern said. "It's just been one long spiral for this industry, because I think we've been one of the hardest hit in the inflation and energy fields." However, Kern said, he didn't anticipate another price hike early in 1979.

Also in 1978, Kern said, the packaging industry saw "a return to double-fold jackets on a massive scale. It was absolutely an important trend," Kern stated. "Many of the companies wanted the chance to have the extra space to utilize some of their superb graphics as merchandising

Also, Kern said, the industry experienced "a great trend toward individualized album sleeves during the past year. Almost

every major release that we handled," Kern continued, "used the individualized sleeve to its fullest extent. Again, there were just more graphics than ever before."

#### **Learning Process**

Turning to bar coding, Kern warned that, although lvy Hill has been bar coding packages for several years for other industries, the initial experience with record



- Warner Bros. vice president and creative services director Derek Taylor and Warners' product manager Charlie Lourie recently flew to London to meet with the members of Thin Lizzy and to report on the initial success of their Warner Bros. album debut. "Live and Dangerous." Together for the good news were (I-r): Tony Visconti. producer of the album; guitarist Brian Robertson; Taylor; Lizzy bassist, vocalist and centerpiece Phil Lynott; Lourie; guitarist Scott Gorham and drummer Brian Downey.

# **Year End Commentary**

# 1978 Will Be Remembered As The Year Disco Came Of Age

by Marc Kreiner

As the new year approaches, many of us will remember 1978 for different reasons but none more prominent than The Year That Disco Came Of Age. At the beginning of '78, the word was out that the 'fad' of disco was quickly passing away and that soon the music business would return to its tranquil balance of rock, country, folk, jazz, pop and MOR. It was soon to become apparent that disco was to become the rock and roll of the '70s.

How exactly did it all come about? Who was the first person to uncover this sleeping giant that would revolutionize the music business and expose a new breed of artist to the public? There could be no mistake that the disco fever pitch had risen to an all time high by the beginning of 1978, due to the efforts of such notables as Tom Moulton in the mixing, and such great labels as Casablanca, TK and Atlantic. The key driving elements of the scene were Donna Summer, the Trammps, K.C. & The Sunshine Band, Eddie Kendricks, Cerrone, Giorgio, the Village People, Van McCoy and Chic just to name a few. These artists all took the disco scene very seriously and strived to achieve excellence among the disco crowds. They were in many ways the 'New Wave' disco groups: the leaders and trendsetters who were to be treated as the underlings of all the other accepted music

With the opening of "Saturday Night Fever," the final touch of total disco supremacy had been solidified. The Bee Gees and John Travolta had accomplished, in one hour and 25 minutes worth of celluloid, what had been predicted by many as an impossibility. They had brought legitimacy to a music form which so desperately needed a stabilizing factor. The biggest thing that the movie did was even more far reaching than that, for it was this one movie which brought disco to the masses and was able to cross the city limits and drive directly into the heart of the suburbs where Middle America was just waiting with open arms.

Rock had become a fat cat, complacent and lazy in its once innovative art form and thus the 'hustling' disco artists, producers and musicians were able to rush past it before it knew what had occurred. America was once again becoming an active generation and people, young and old, enjoyed the refreshing change of pace in lifestyle and music which only the discos offered.



Marc Kreiner (I), Tom Cossie

1978 will be remembered as the year that disco and radio were able to find a happy medium and agree to co-exist. Programmers were now starting to feel the pinch of the discos on their call-ins and store reports. The calls for Zeppelin and America were now being replaced with those for Chic and the Trammps. Dancing had become a mainstay that could not be ignored.

Just as specialists arose in the promotion field for other types of music, so did disco have its own promotion companies. Records such as "Shame" by Evelyn "Champagne" King, "Boogie Oogie Oogie" by A Taste Of Honey and "Instant Replay" by Dan Hartman were no longer destined to be heard only in the hallowed halls of the discos. The discos had won another battle; they were now able to break the radio barrier and establish huge record sales.

Sales brought more companies into the disco arena and the final piece had been put into place. Companies once negligent of disco, such as CBS, were now achieving great success with artists the likes of Melba Moore, Teddy Pendergrass and Dan Hartman. Casablanca - long the forerunner in the disco business, now was being looked up to for their excellence in disco mastery. Neil Bogart, along with Marc Simon, had taken a music art form and built an empire on it, and he was able to transform Donna Summer into a mass appeal artist that captured the hearts of all listeners. Another noteworthy Bogart achievement was the Village People who

# Nashville Music Scene Expanding As Country Reaches Wider Audience

by Joe Talbot

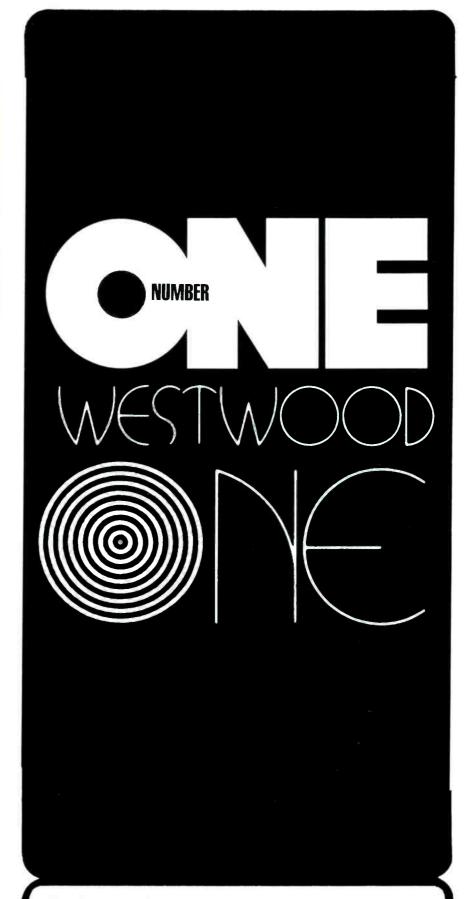
NASHVILLE - In taking a look at the Nashville Music Scene today, it's almost impossible to really remember and visualize how it was when, in what must have been a state of euphoria, I played steel guitar with Hank Snow when he first recorded in Nashville in early 1950. RCA's engineer, Jeff Miller, had hauled the necessary recording equipment from New York to Nashville and set it up in Brown Brothers Studio on Fourth Avenue North. There was no separation or echo. Three mikes were utilized, one for Hank and his guitar, one shared by bass and rhythm guitar, the third by steel and fiddle. "I'm Movin' On" emanated from that session, an unlikely event under today's cir-

The evolvement of the Nashville music industry since that occasion is obvious, but we are dealing with a period of twenty-eight years, during which time a great number of changes could reasonably be expected to

occur. However, changes in the year 1978 appear to have been based upon the principle of "Future Shock". Primary examples are the re-structuring of RCA and MCA and the continued forward movement of CBS dramatic increase in overall Nashvillebased activity. Other examples are the acceleration of independent production, the tremendous renewed momentum of major publishers and the proliferation of hits by new labels, new artists, new writers and labels whose Nashville involvement was previously either minimal or had not yet really borne fruit. Add the acceptance of Nashville-created music by a much greater portion of listeners plus the broader scope of artists' activities accompanied by the need for additional management and peripheral services and a clear picture of an industry roaring forward emerges.

Our business has grown much more complex and in the process has lost some part of its personal, close interaction,

continued on page 122)



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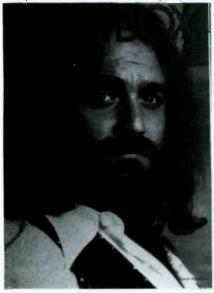
AMERICAN DISCO NETWORK WITH KRIS ERIK STEVENS.

#### **WESTWOOD ONE**

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(continued on page 114)

Polygram Distribution . . . NARM considers legal action against the Small Business Administration for withholding loans from record merchants... Bob Cavallo and Joe Ruffalo named co-chairman of the ARC-Columbia label, while Earth, Wind and Fire leader Maurice White was named president ... Coen Solleved, head of the worldwide Polygram Group, takes up residence in New York, seen as strengthening Polydor's continuing effort to increase its share of the American market ... Columbia Record Productions, the record pressing division of CBS Records, announced a raise of one and one half cents per 12" record pressed, citing increased costs of labor and raw materials ... Peaches Records initiates a nationwide boycott of independent distributors . . . Bill Craig and John Smith were named to vice presidential positions in field activity, special

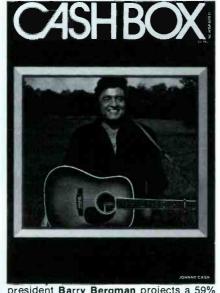


markets and promotion, special markets, respectively, for ABC Records ... NARM assigns the Boston consulting firm of Boston Associates to determine the costs, applications, and special benefits of bar coding to merchandisers . . . At Polygram's Summer Management meeting, John Frisoll, president of Polygram Distribution predicts that the company's sales for 1978 would exceed \$300 million.

CBS Records announced the appointments of Al Bergamo and Al DeMarino to the positions of vice presidents of west coast marketing for E/P/A, artists development for E/P/A, respectively . . . New York State Supreme Court Justice Bently Kassel issued a temporary injunction by **Dee Anthony's** Bandana Management against
RSO Records prohibiting RSO from billing the Bee Gees on the same line as Peter Frampton in the "Sergeant Pepper" movie At Record Bar's annual convention



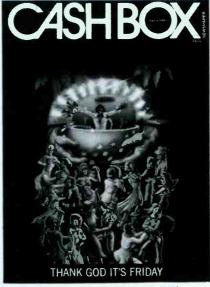
# 1978 News Summary



president Barry Bergman projects a 59% rise in sales for the chain to \$43 million and announced the formation of Eucalyptus Records, to be distributed by CBS Following the announcement that Gladys Knight has signed with CBS Records, Buddah Records sued the singer, charging her with breach of contract . . . In Chicago, the National Association of Broadcasters (NAB) held its first Radio Programming Conference.

### SEPTEMBER

Labels that are distributed on the west coast by Pickwick International's Los Angeles branch seek alternative distributors following boycott of Pickwick by the Peaches and Tower retail chains . EMI restructures its worldwide operations under a plan that places management responsibility in hands of four newly ap-



pointed managing directors who will report to chairman and chief executive Bhaskar . Boston's "Don't Look Back" LF Menon. debuts at #7 bullet on Top 100 Album chart, highest for 1978 ... Pickwick aims for sales in excess of \$500 million by end of year and annual volume of \$1 billion by 1983. Announcements made by topper Chuck Smlth at company's annual convention in Great Gorge, N.J.

Who drummer Kelth Moon dies in his sleep in London at 31... Dick Kilne named executive vice president of Polydor after 11 years with Atlantic . . . CBS and WEA initiate year-end marketing programs for dealers . . . Joe Galante named vice president of marketing for RCA Nashville . . . Ron Alexenburg unveils staff and roster for Infinity, to be distributed worldwide by MCA's distribution operation . . . Polygram begins construction of new 103,000square-foot warehouse in Edison, N.J. Site expected to handle 30% of Polygram's total

U.S. volume ... Richard Perry's Planet Records pacts with Elektra/Asylum for distribution . . . Midsong leaves MCA for independent distribution ... Casablanca Record and FilmWorks projects revenues Of \$100 million for fiscal year . National Association of Broadcasters Programming Conference draws 850 in Chicago . . . Frank Zappa signs artist and production contracts with Phonogram Theme of 28-store Sam Goody retail chain is "Prosper with Pickwick" at their annual convention in Ellenville, N.Y...Lieberman Enterprises holds its largest convention to date at the Playboy Resort in Lake Geneva, . Bob Siner promoted to vice president of marketing for MCA.

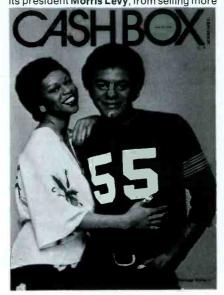
### OCTOBER

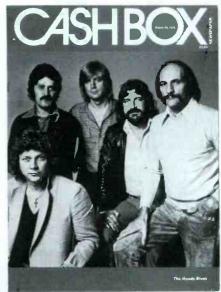
Springboard files two separate federal lawsuits charging violation of U.S. antitrust laws and unfair competitive practices



against Pickwick International and its parent company, American Can. The suit, which asks for \$77 million in damages, contends that Pickwick controls roughly 80% of the market for the recording, manufacture, distribution and sale of budget records, and 24% of the market for the sale of all record albums, both budget and full-priced CBS moves to \$8.98 LP list on six "superstar" titles, including Boston, Heart, Billy Joel, Chicago, Santana, and Ted Nugent. The move follows Warner Bros. announcement that Steve Martin LP will also carry an \$8.98 tag . . . CBS announces that it will start carrying the printed bar code system on some of its album jackets easily in 1979

Al Bergamo is named president of MCA Distributing Corp. . . . New Jersey court lifts temporary injunction sought by CBS and Jet Records to prevent Promo Records and its president Morris Levy, from selling more





than one million Electric Light Orchestra LPs sold to Promo by United Artists Records ... A&M Black Music success leads to new label focus ... Annual DJ Week in Nashville draws 4,000 to 53rd Annual DJ Grand Ole Opry Birthday Celebration Broadcasters expect to share a \$33 million refund from FCC under plan ... Uterano named vice president of sales for Atlantic ... Management seminar sponsored jointly by National Association of Broadcasters and National Association of Black Owned Broadcasters.

Supreme Court agrees to review CBS vs. ASCAP and EMI case which holds that the blanket licensing practices of the two performing rights societies violate federal antitrust statutes . . . Joseph Dash appointed vice president of business development for . Kirshner and CBS form a publishing firm Middle-management



retailers express concerns at NARM regionals . . . Irv Blegel named vice president and general manager for east coast operations for Casablanca ... Infinity names local promo reps... CBS posts 32% sales gain in third quarter; RCA posts 11% increase for same period.

### NOVEMBER

Warner Communications announces plans to build several record pressing plants and to begin manufacturing records and tapes \$8.98 LPs begin appearing in by 1982 Small retailers less optimistic Top 100 than big ones about potential benefits of bar coding . . . FCC petitions U.S. Court of Appeals for a rehearing in the case of WESH-TV in Daytona Beach, Florida. Case concerns principle of demonstrating a "superior" record of performance at license renewal time "Twofers" being phased out in pop field because of rising

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N ORDER to promote the spirit of free competition within the record business, the Recording Industry Competitive Trade Foundation is offering generous cash rewards for information leading to the indictment and conviction of individuals or persons who have committed unlawful acts against R.I.C.T.F. members. The major crimes of interest to the Foundation are as follows:

PRICE FIXING
ILLEGAL CREDIT PRACTICES
ILLEGAL ACQUISITIONS AND MERGERS
ILLEGAL PROMOTIONAL TECHNIQUES
ILLEGAL TIE-INS
ILLEGAL BOYCOTTS
ILLEGAL KICKBACKS
ABUSE OF PROCESS
CORRUPT PRACTICES
REFUSALS TO DEAL
DISCRIMINATION
CONSPIRACY
ACTS TENDING TO MONOPOLIZE
SWEETHEART DEALS
PUBLIC/OFFICIAL CORRUPTION

The above illegal acts all have one thing in common; the victims have suffered huge financial losses and the criminals have eluded justice. The R.I.C.T.F. reward program will pay you to solve these crimes. The program pays public-minded citizens who aid federal, state and local authorities.

If you have information concerning any violations of the law as listed above, you can call or write the Recording Industry Competitive Trade Foundation at the address below. All information supplied will be strictly confidential, and if you do not desire your identity to be disclosed to the authorities, it will not be done so.

If you would prefer to remain completely anonymous and have information, simply write the information on a piece of paper with the following details:

- 1. the nature of the illegal conduct;
- 2. the name of the person or persons or corporations who committed these violations;
- 3. the facts which support the allegation along with any documents, names of witnesses, co-conspirators or other relevant information.

#### Do not put your name or address on the paper.

On the upper left hand corner of the paper make up a combination of six numbers. Write the same six numbers on the lower right hand corner. Tear off the right hand corner so as to make a jagged edge. Keep this corner, it's worth money if you solve the crime. Send the large piece of paper in an envelope to:

DENNIS H. EISMAN, Special Counsel Recording Industry Competitive Trade Foundation Suite 1420, Robinson Building 42 S. 15th Street Philadelphia, PA 19102 215-563-1610

As soon as Mr. Eisman receives your letter, he will forward it to the proper authorities. If your tip ends in an indictment and conviction, the authorities will return the large tip sheet to the Foundation. The Foundation will then run a notice in this publication alerting the secret witness as to the amount of the reward and the six digit number. Then the tipster need only produce the corner, which will be matched to the large tip sheet from which it was torn. If the torn corner matches, the reward will be paid in cash WITH ABSOLUTELY NO QUESTIONS ASKED.

So, if you have information that will help us solve a crime, stop keeping it to yourself. Cash in on what you already know and write the Foundation today.

# Strong Int'l Sales, Growth Of Worldwide Labels Highlight '78

novative new label, Alfa Records. Also, CBS International pacted a worldwide licensing agreement with Jet Records (excluding the U.S., U.K. and Canada which is covered by CBS Records, while Polygram signed a distribution deal with Rocket Records for territories outside the U.S. and

#### International Conventions

Two meetings of international record officials, MIDEM and MUSEXPO, were successful in forming and solidifying relations between record companies, music publishing firms and other music-related

tablished of the two gatherings, was attended by more than 1,200 firms from 49 different countries and was the site of artist signings and numerous other transactions. Int'l Execs On The Move

Bhaskar Menon was appointed chairman and chief executive officer of EMI Brian Music-Worldwide Operations Robertson was named president of the Canadian Recording industry Association (CRIA), and was relected president of Canadian Association of Recording Arts

and Sciences (CARAS). Saburo Watanabe was appointed chairAssociation (JPRA) . . . Kichibeyi Sawa was named to head Warner-Pioneer operations in Japan . . . Maurice Oberstein was named chairman of CBS-United Kingdom .

David Fine was selected managing director of Polygram-U.K.... Wolfgang Arming was appointed president of Polygram-Vienna

Jay Morgenstern was chosen vice president of ABC International Hutson was named to the newly-created post of managing director of RSO Records'

was selected marketing manager of A&M-Europe Records . . . Heinz Voigt was appointed president of Polygram's publishing division Simon Schmidt was chosen vice president and area director of CBS' Mideast operations. . Patrick Hurley was named president of European operations for CBS ... Dr. Hermann Franz was appointed senior vice president of Polygram

Bunny Freidus was named vice president of creative operation for CBS Records International, based in New York



Stig Anderson and John Spalding, president and vice president, respe tively, of Polar Music International, were presented with several platinum albums by Atlantic Records during their recent trip to New York. The platinum albums were for "Abba's Greatest Hits" and "Abba The Album." They were also presented with a gold single for Abba's "Take A Chance On Me." Pictured at the presentation are (I-r): Mike Klentner, senior vice president of Atlantic; Jerry Greenberg, president of Atlantic; Anderson; Dave Glew, senior vice president and general manager of Atlantic, and Spalding.

# The Request Records' **Group of Labels**

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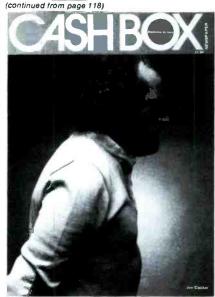


Chanks to our writers for a great year!!

Rye Fleming, Conrad Pierce Gary Harrison Charles Quillen Circhie P. Jordan Kent Robbins Cerry Mc Millan Dean Rutherford Dennis W. Morgan John Schweers Gooffrey Morgan David Wills Don Pfrimmer Marty Youts

Pi-Gem & Chess Music, Inc.

# 1978 News Summary



costs... Keith Richards gets probation after being tried for heroin possession in Toronto court... Capitol moves to \$8.98 list on Steve Miller LP... French company to buy a controlling interest in Korvettes... RCA signs distribution deal with Gem Toby Records... Phoenix Records pacts for distribution with ABC... WCI Music Group reports stable third guarter earnings.

Detroit re-establishing itself as music center, six years after Motown's departure ... 20th Century Fox music division posts \$3.8 million loss in third quarter ... Federal court turns down jukebox operators' plea for an injunction against the Copyright Royalty Tribunal's recently adopted jukebox regulations ... Neil Bogart honored as "Man Of The Year" by UJA ... Coen Solleveld affirms commitment of Polygram to U.S. market ... Stan Cornyn of Warner Bros. adds creative services to his duties.

Nehi Record Distributors announces that it is closing its central warehouse in the Los Angeles area and that each of the 32 Peaches outlets owned by Nehi will begin buying directly ... MUSEXPO attracts good attendance from U.S. and abroad, although some attendees have reservations about the usefulness of the trade fair . Bee Gees' single, "Too Much Heaven," is highest-debuting 45 of the decade . Mike Curb elected Lieutenant Governor of California ... Copyright Royalty Tribunal agrees to preserve confidentiality of jukebox location lists ... MCA sets \$2 million advertising campaign in support of Olivia Newton-John's "Totally Hot" LP Polydor launches program to become top disco label ... MCA posts record thirdquarter, nine-month results ... Rev. Jesse Jackson holds press conference to protest 'offensive" lyrics in Rolling Stones' "Some Girls" album.

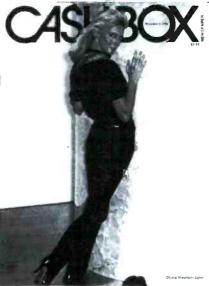
#### **DECEMBER**

Phil Jones was promoted to vice president of marketing for the Fantasy Records group . . . Capitol assigned an \$8.98 list price to "Wings Greatest" hits LP . . . A WCI report revealed that in the past year, 25% of all Americans 10 years of age and older

bought at least one record or prerecorded tape as a gift....The Black Music Association announced a wide range of programs and goals at a press conference held in Cherry Hill, N.J....Ray Cavlano was named to the newly-created position of executive director of the disco department of Warner Brothers Records and as president of the Warner distributed RFC Records

Local New York independent television stations hit ASCAP and BMI with a civil antitrust suit, charging licensing organizations with monopoly practices in the method of determining royalty rates for performance rights . Major record retailers across the country enjoyed an approximate 35% increase in sales over last . After two days of hearings in Washington, D.C. on rules for payment of mechanical royalties on recordings made under compulsory license, the RIAA, the NMPA and the Harry Fox Agency agreed to meet with Copyright Office accounting experts for discussion of the many technical issues involved . Jerry Sharell and George Steele were named vice presidents of creative services and international, respectively, for Elektra/Asylum Records Chuck Thagard was named director of

national field promotion for RCA Records ... John Barbis was named vice president of promotion for ABC Records ... Jerry Jaffe was appointed Polydor's first director of artist development ... The FBI seized more than \$100 million worth of pirated records and equipment, reportedly wiping out half the \$350 million annual illicit recording industry ... An FCC report indicated plans to enlarge the number of AM



radio stations by seeking worldwide approval to expand the band of AM frequencles in the U.S. Postmaster William Bolger promised the proposal of reduced rates for all categories of mail, in a report to be submitted to the postmaster general by , Veronica Brice was appointed vice president and general manager for RFC Records, while Vince Aletti was appointed vice president of A&R for the firm WEA International reported that worldwide sales for 1978 exceeded last year's total by more than 32%. Strelsand's Greatest Hits Vol. 2" became the #1 pop album in the country, unseating Billy Joel's "52nd Street". . . CTI Records filed a Chapter XI petition to reorganize the company under a new federal reform law which would allow a consortium of independent record distributors to issue letters of credit to the label . WKTU-FM scored the number one position in the Oct./Nov. Arbitron ratings, moving past perennial market leader WABC ner Bros. Records appointed three new vice presidents, Clyde Bakkemo, Carl Scott, Tom Ruffino, and three new senior vice presidents, Murray Gitlin, Ed

(continued on page 123)

# Lieberman Calls Megasellers Key For Rackjobbers In 1979

(continued from page 84)

But despite the emphasis on hit albums, Lieberman insists the era of stocking only the giant hits, as was done in the '50s, will never return.

"In the '50s, rackjobbers said 'Give me the hits and forget the rest,' but we can't do that today for several reasons. Reason number one is that in various parts of the country we are racking accounts where the department is more like a record store and it may also be the only major game in town. So we have to respond to the need for the newer developing type of product, the developing artist.

"Secondly, we feel an obligation because we're in the music business and we recognize the fact that while our bread and butter may be the 'Grease' and 'Saturday Night Fever' type of releases, the lifeblood of our business is finding out who are going to be the megasellers of 1980, '81 and '82. For us not to be a part of that process wouldn't be right.

"And thirdly, we made a major effort in the one-stop business because we feel that as rackjobbers we are often a little removed from the real music scene. So as a full member of the industry it's in our long range interest to be concerned with more than just the smash hits."

Lieberman explains why his company stepped up its emphasis on one-stops last

"One-stop volume is profitable, especially since we have the office and certain kinds of staff anyway. It also gives us a plugin to what's happening in retail, giving us the ability to relate better to our manufacturers, to a terribly important part of their business. But the most important thing is that it gives us an early warning system, it makes us more aware and able to respond at the rack level when something starts crossing over from just a record shop cult item into a broad spectrum appeal item."

#### Record Company Criticism

Lieberman criticizes the major record companies for overshipping many releases and also for putting out too much product in general. He likens multi-platinum initial shipments to crossing a bridge.

"You can walk over the bridge in the safe, covered walkway that's provided for pedestrian traffic," notes Lieberman, "or you can do a Wallenda balancing act on the parapet. You might get to the other side if you do the balancing act, but to what purpose? Why expose yourself and the manufacturer to that kind of potential loss, even if that potential is never realized?

"This is a promotional business, a business in which we have to create excitement about our product. But I'm not sure that excitement has to be initial multimillion shipments. Sometimes it can actually work in a contrary way because you lay it out so heavy that there is no initial action. If on the first day you sold 15 or 18, If you had only 25 or even 50 in there that would be a hell of a movement. But because you've got 100 in every store, nobody feels it.

"Our feeling is that what's really important is that the supplier makes sure that we, the distributor or retailer, are on the same wavelength as to the importance of a particular release and what the advertising and promotional campaign is going to be. Then, at that point, our only responsibility is to respond in a manner that is commensurate with that appreciation of what that product really is. Beyond that it is really just unnecessary risk-taking on everybody's part. There's nothing wrong with legitimate hype or promotion, but the false hype is just counter-productive."

Lieberman went on to express a desire that fewer albums be released in 1979 than in 1978.

"I think that fewer quality releases that can get more attention over a longer period of time have to give you a better return on your investment. But there is this tremendous competition between the big three, CBS, WCI and Polygram, and they feel that they must compete in this signing binge for new and promising acts.

"I think as far as return on investment goes, the ability to concentrate and stay with a piece of product is very, very important. Some small labels do it because that's all they've got. I mean Cream is still working the Snail LP, which happens to be a damn good LP. But on a major label that piece of product would have been shoved in the background 60 days later."

Pricing

In the area of pricing, Lieberman says that most consumers are less aware of price hikes than many observers believe.

"It's not that the consumer is oblivious to price, but he's much less price sensitive than we thought he was. I don't think that the consumer really knows what the price of a record is anyway. But at the same time, I think that there is a point at which you can push the consumer too far and the cost begins to have an impact."

On the specific subject of \$8.98 list albums, Lieberman expresses a hope that a new price level is not being adopted across the board. He wants the \$8.98 price to be on product that offers the consumer a poster, exceptional cover, colored vinyl or some type of bonus. In general, he believes that records are one of today's best entertainment values around.

"At present levels, not only is music a great gift value at holiday times, but compared to the price of sporting events or concerts or theatres there is no substitute for records in terms of dollar value. The ability to have, not forever but for a good long time, a performance in your home for \$6 or \$7, that represents a great entertainment value."

Lieberman also believes the comparative value of records is a hedge against a possible business letdown should a recession hit the country.

"We don't have a recession-proof industry, but we do have a recessionresistant industry. We found in '74 that people traded down in entertainment during a recession, but that translates into more home entertainment and less going out, which is good for record sales.

"The one fear I have is that the stores in which our departments are located may react to the general economic conditions. And even though they are in a discount posture and are affected less, it may drive them to reduce inventories. Because we are selling to them on a protected inventory basis, we become an easy mark for inventory reduction, even though our sales may not indicate it. Sometimes we have to stand up to our customers, who are really more like our partners, and say 'I don't want to be penalized for your CB problems of a year ago.' I want my inventory levels to stand on their own merits.

"But I'm not all that worried about sales levels next year," concludes Lieberman. "I foresee business as usual in 79. Everybody says there's going to be a softening in sales, but I'm not so sure."

#### Indies Expand To Insure Survival

continued from page 84,

posed to a branch," Simone stated. "Promotion is the only thing that makes us different from being a receivable. We know our area, we're aggressive, and we realize if we didn't function well in promotion and marketing that we would just be another receivable."

# **Country Column Highlights For 1978**

(continued from page 110)

for 40 days ... Carlene Carter signed an exclusive recording contract with Warner Bros. ... Roy Clark taped a guest appearance in London on "The Muppet Show."

#### March

RCA's Ronnle Milsap received a gold record for his album, "It Was Almost Like A Song" . Hattle Louise Bess, known as "Tootsle" to her many friends in the music business and owner of the famous "Tootsie's Orchid Lounge'' in downtown Nashville, died following a long illness . . . MCA's Jerry Clower was named recipient of the Distinguished American Award by the Mississippi Chapter of the National Football Foundation and Hall of Fame United Artists' Crystal Gayle was awarded a RIAA-certified platinum album for "We Must Believe In Magic" LP and a Grammy Award for "Best Country Female Vocal Performance" with Richard Leigh's "Don't It Make My Brown Eyes Blue" ... Ernest Tubb celebrated his 35th anniversary as a member of The Grand Ole Opry.

**April** 

Ovation's The Kendalls purchased a new Silver Eagle bus ... Norbert Putnam completed production work at Quadraphonic Studios here on the new Jesse Winchester LP, "A Touch On The Rainy Side" ... MCA's Bill Anderson appeared on the television soap opera, "One Life To Live" ... Capricorn's Billy Joe Shaver completed a three-day engagement at The Pickin' Parlor ... Mercury's the Statler Brothers won the international Country Music Award for the "Best International Group" for the third straight year

.... CBS' Wille Nelson celebrated his 45th birthday.

May

Monument's Larry Gatlin appeared with Steve Martin at Harrah's in Lake Tahoe . . . Jeannle C. Riley performed before the annual Senate wives' luncheon in Washington, D.C. . . . ABC's Jimmy Buffett broke his leg playing softball . . . RCA's Dolly Parton was awarded a platinum album for her "Here You Come Again" LP . . . Scorpion's Ronnle McDowell made his Canadian performing debut.

June

Brenda Lee taped the "Sha Na Na" TV show
... Elektra/Asylum's Eddle Rabbitt
opened a series of dates for RCA's Dolly

#### **Nashville Commentary**

(continued from page 121)

down-home atmosphere. . . . but only part. I firmly believe the "Music Community" atmosphere, very much like that of a small southern or southwestern community, will always prevail as a basic foundation of Nashville music. This community attitude first salvaged country music, then caused it to progress beyond anyone's imagination and will be the bedrock of country and Nashville music's continued growth.

As country music and Nashville-created music continue to expand in scope and as the music consumer shifts in everincreasing numbers into the 25-49 age group, it appears to me that the opportunities of the Nashville Music Industry will be almost unlimited in the forseeable future. I sure hope so, because I am definitely having a good time and feel very fortunate to be a part of it.

Parton... In conjunction with the 16th annual Colorado Country Music Festival and Trade Convention, June 19-24 was designated "Colorado Country Music Week" by Colorado Gov. Richard D. Lamm... RCA signed Brian Collins to an exclusive recording contract... ABC's Roy Clark and Buck Trent recorded their second all-banjo instrumental album.

July

MCA's Loretta Lynn appeared on Tom Snyder's "Tomorrow" Show ... Mercury's the Statler Brothers completed a tour which grossed over a million dollars ... And the Statler Brothers' album, "The Best Of The Statler Brothers," earned a platinum record ... John Prine played the Exit/In before standing-room-only crowds ... Monument's Larry Gatlin signed a multiappearance contract with the Aladdin Hotel in Las Vegas.

August

Larry Butler produced Bill Medley for an upcoming United Artists album ... RCA's Jerry Bradley married Connle Hurt ... Warner Bros. vice president Stan Cornyn held a reception in Los Angeles for the entire Nashville Warner Bros. staff in recognition of their success ... Warner/Reprise artist Emmylou Harris' album, "Elite Hotel," was certified gold by the RIAA ... RCA's Dolly Parton performed on the steps of City Hall in New York City.

September

MCA's Conway Twitty taped the "Hee Haw Honeys" television show ... Johnny Cash worked on a new Columbia album with Larry Butler handling production work ... RCA's Ronnie Milsap played before record crowds at the Ohio State Fair ...

Ray Price played The Nugget in Las Vegas ... Monument's Larry Gatlin hosted "The Midnight Special" ... Emmylou Harris received the Edison Award in Holland for her Warner/Reprise LP, "Quarter Moon In A Ten-Cent Town."

#### **October**

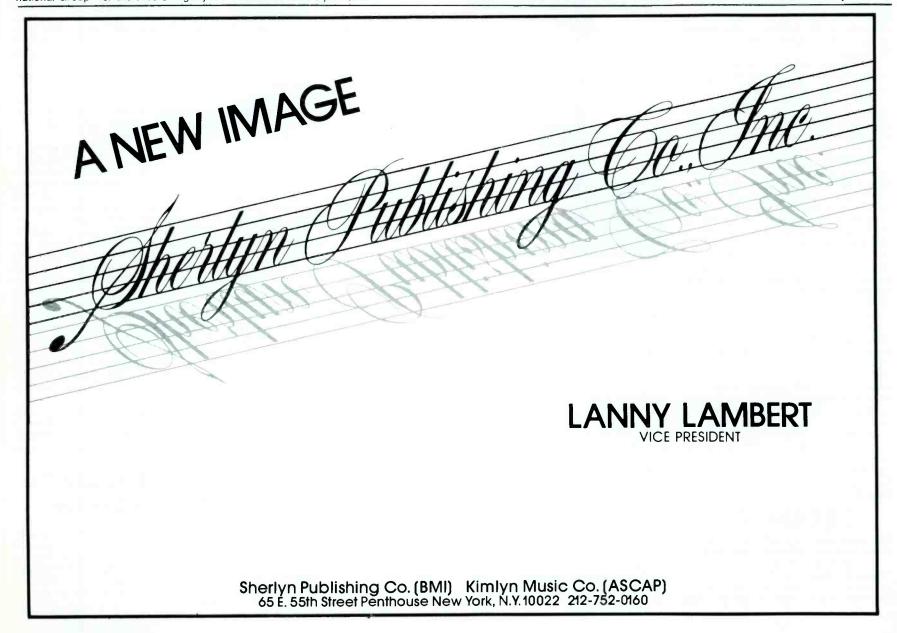
RCA's Wayton Jennings and Columbia's Johnny Cash appeared on The Grand Ole Opry . . . Lucille Ball taped a TV special at The Grand Ole Opry House . . . And Wayton worked on a new album at American Studios . . . Epic's Charly McClain signed with Celebrity Management, Inc. . . . Warner Bros.' T.G. Sheppard narrated a 30-minute segment of a TV special about Elvis Presley . . . CBS' Bobby Bare taped a segment of the PBS "Austin City Limits."

#### November

ABC's **Don Williams** was awarded a platinum album from the United Kingdom for his "Images" LP on the Anchor Label... Nov. 4 was "Ronnle Milsap Day" in Ohio... ABC's Roy Clark recorded an album which features Clarence "Gatemouth" Brown and Brazilian percussionist Airto Morelra... Ray Price signed an exclusive recording contract with Monument Records... MCA's Loretta Lynn played two weeks at Harrah's in Reno, Nev.

#### **December**

Monument's Larry Gatlin appeared on "The Tonight Show." ... Willie Nelson completed his acting chores in "The Electric Horseman," an upcoming movie starring Robert Redford ... Kris Kristofferson's "Songs Of Kristofferson," was certified gold by the RIAA ... Columbia's Johnny Cash was named national spokesman for the STP Corporation ... Mickey Newbury recorded a new album for Hickory Records.



# **Widening Mainstream Sees AOR Grow In Many Directions**

(continued from page 116) is being referred to quite accurately as Top Tracks radio. Top Tracks radio is now coming into the same relative position that Top 40 radio held for a number of years. Some of these new-approach stations sound similar to their generic AOR predecessors and some sound similar to their generic Top 40 predecessors. Radio categorization is becoming complex as programming evolves into the Eighties.

For many years, AOR radio was "underground." As a matter of fact, one of its

## Package Prices Up

jackets would be a "process of learning." While Kern stressed that he had confidence in the packaging companies' ability to handle the bar codes, which will be on the upper right hand back corner of jackets, he added, "there is a potential for certain technical problems." Among those he mentioned were the amount of ink coverage to be used, the color of the bar codes, and the decision of how to juxtapose the code with a flesh tone on the back cover.

According to Kern, the next major change in the packaging industry will emerge in the area of tape packaging. "I think the record industry has to ask itself. Kern said, "how do they want to handle tapes? Do they want to keep them locked

The last attempt at restyling tape packaging to bring the tapes outside to open racks, Kern said, "went nowhere. NARM was supposed to address itself to this issue, but they decided not to do anything about it.'

However, Kern added, "I still believe the industry is going to come to terms with innovative tape packaging in 1979. The Brugail package, for one, is already designed and ready to go. This package allows retailers the freedom to give the tapes open display, and now it's up to the industry to decide what they want to do about it.

#### Friscoli Comments

(continued from page 26)

marketing styles of each vary, assuring maximum product sell-through requires a shaping of our marketing programs in a composite format. This approach allows us to most closely meet the key needs of each group. Volume certainly is a critical element in our business, but we at Polygram Distribution never lose sight of the importance of the small retailer," Frisoli stated.

Commenting on Polygram's dramatic sales rise in 1978, Frisoli explained the corporation's approach: "When we began in 1974, we thought there could be major economies and effectiveness of scale in building the structure we know as Polygram Distribution today. We are continuing to mature in this niche we have created and we see no limitations to our future growth. Our concept has proven to be a very viable one. We've developed into a major distribution organization with national direction, planning and control, supported with the thrust of decentralized field selling and distribution operations. We have come far and fast in a relatively short period of time and are now into the second phase of our growth plan.

#### Cohen Fears Price Hike

(continued from page 26)

system. Despite the fact that they almost all use IBM systems, all their systems are different. The contract that a dealer gets in an invoice does not correspond to the goods received. Rather than calling it fishy, I'd say that the methods used are not done for the benefit of the retailer.

common descriptives was Underground radio. Now that AOR and Top Tracks are mainstream, a new underground has developed. Amazingly this new underground is actually a part of AOR radio's growing generic umbrella; thus, AOR radio has remarkably spawned its own underground. The new AOR underground is

Triple-Z-Jazzz (that is Jazz spelled with three Z's) is a new generic umbrella that incorporates Jazz in the purist sense, along with Jazz-Fusion, Folk Jazz, Latin Jazz, Disco Jazz, Soul Jazz, and any other variation of Jazz musically expedient. Jazz is showing signs of becoming extremely commercial, and Jazzz is becoming the road followed by some of radio and music's most daring pioneers.

When the history of radio is written, 1978 will be remembered as the year that oldline Top 40 dried up and AOR radio ceased to exist in its most traditional senses, but rather flowered into a mainstream full of forms and approaches, including its own underground (Jazzz radio). Among these historic "approaches" will be the early childhood of the form born of AOR and Top 40: Top Tracks radio.

In conclusion, and most importantly, 1978 will be remembered as the year the seeds for 1980's radio were planted. Hopefully, these seeds will grow into what early signs indicate will be a decade of varied, informative, entertaining, communicative, and creative radio



BMA PRESS CONFERENCE — At a recent BMA press conference in Cherry Hill, New Jer sey board members and executive officers answered a wide range of questions. Pictured (I-r) are: Edward W. Wright, BMA executive vice president; board member Stevie Wonder; Jules Malamud, BMA senior vice president and managing director; O.C. White; and board member Ernie Leaner

# 1978 Will Be Remembered As The Year Disco Came Of Age

became his answer to the Bay City Rollers. The year saw the invasion of the Europeans into the U.S. record business as such

people as Cerrone, Don Ray, Alec Constandinos, Voyage and the Raes were all able to find a place for themselves onto the charts.

The record business was once again becoming exciting. There was finally an alternative to waiting for the first column in the charts before it would get added. Little labels finally had a chance of pitting them

Shadybrook, JDC, Prism and Orbit were now being afforded a chance to have their piece of the musical pie.

Another great opportunity of the disco boom was the advancement potential which it offered to those people who had worked within the disco realm for so long. Record pool people were now being sought after by stations and labels, a prime example being Roxy Myzal, former coordinator of the Boston Record Pool, who went on to become music director of 99X in N.Y. and currently is director of disco promotion for Atlantic Records. Other advances have been made by Ray Caviano, once director of disco for TK, and now at WB Records with his own label deal. I, myself, am fortunate. Along with Tom Cossie my partner, and John Luongo, I have been able to see Chic rise to the number one across the board and have also enjoyed great success with Norma Jean and Chanson as artists, while being offered our own label deal with Ariola under the name of Ocean Records.

It would seem as if this would bring us to the end of the year, but it really only brings us to the beginning. The fact that not only Billboard and Record World have now begun full disco sections but also Cash Box with its own twist is involved, shows the way of trends to come. Thanks to the foresight of people like Ken Burkhart, Wanda Ramos, Jim Maddox and Bill Stephens, disco radio is now becoming a widespreading trend that will force even more stations to take heed of the discomarket. The full impact of disco radio is yet to be felt as stations WKTU in N.Y., WBOS in Boston and KUTE in L.A. advance in the ratings at phenomenal paces.

How long will it last? Is this pace one which will be maintained? Is there really life after disco? To find out the answers to these questions, be sure to read next year's wrap up of disco, and the ones that follow for years to come. Wishing all of my fellow industry friends continued success.

# EAST (

theatre outright. The Palladium, of course, is home ground for Delsener, who promotes many of his shows there. While deal to buy the Palladium building fell through, Pepper and Snadowsky maintained they were still thinking about promoting concerts in New York anyway, which would not make Mr. Delsener very

REFORMED AND READY TO GO — The Allman Brothers Band got back together, with Greg Allman, Dickie Betts, Butch Trucks and Jaimoe as members. Chuck Leavell decided not to come back to the fold, opting instead to stay with Sea Level, who were recently joined by ex-Wings drummer Joe English.

LET'S GO DISCO — If anything, 1978 had to be the year of disco, and no group was a more successful purveyor of the disco sound than Chic, who are actually masterminded by Bernard Edwards and Niles Rodgers. It's noteworthy that the two musicians cited Duke Ellington and Cab Calloway as their musical idols during a visit to Cash Box. They also related how they were so broke a couple of years ago they had to sell all their equipment Maybe the surest sign that disco has arrived was by the books on the dance

veteran pop chronicler, Albert Goldman. HERE'S WHAT HAPPENED — The Eagles came out of seclusion with a Christmas single, "Please Be Home For Christmas" Steve Martin reaffirmed his popularity

when a special 800-number setup for fans to call Steve as a promo gimmick nearly k.o.'d the telephone company's 800 business line system ... Cat Stevens changed his name to Yusef Islam and has become a devout Muslim . . . Rod Stewart cut a 48-track disco mix . . The Ramones set to star in a Roger Corman flick -'n' Roll High School" . . . Jackie Wilson was the recipient of a new organization called 'The Jackie Wilson Medical Trust" set up by Ben Vereen and others to aid the semicomatose soul great . Steve Tyler of Aerosmlth was hit in the face with a bottle thrown from the audience during a Philadelphia concert. That's two years in a row Philly has disrupted an Aerosmith Elton John said he will tour again after all. Europe will be first to see the new show and Boney M continues to take Europe by storm, following "Rivers Of Babylon" with "Mary Had A Boy Child" very big behind the Iron Curtain

randy lewis and charles palkert

Top 10 Albums

Is It Still Good To Ya — Ashford & Simpson — (Warner Bros.) Natural High — Commodores — (Motown) The Best Of Earth, Wind & Fire, Vol. 1 — (ARC/Columbia) Double Vision — Foreigner — (Atlantic) Grease (original soundtrack) — (RSO) Dog & Butterfly — Heart — (Portrait) Life Is A Song Worth Singing — Teddy Pendergrass — (Philadelphia International) Live & More — Donna Summer — (Casablanca) Step II — Sylvester — (Fantasy) Betty Wright Live — (TK)

—Cookie Amerson

### Summary Of 1978 **News Highlights**

Rosenblatt, and Lenny Waronker Charlie Nuccio resigned as president of Island Records . . . Issy Sanchez and Roxy Myzal were named national disco A&R coordinator and associate national disco promotion director, respectively, for Atlantic Records . . . Paul Simon sued CBS Records in State Supreme Court to terminate his contract with the label. In two separate complaints he charged the company with breach of contract and failure to account for royalties due him.

#### **CASH BOX INTERVIEW**

# **Nolan Bushnell Predicts Coin** Industry Prosperity For 1979

Nolan K. Bushnell, Atari, Inc. founder and chairman, started the company in 1972. Prior to that, he was an engineer with Ampex Corporation in the advanced technology division, information systems. In 1976, Atari was acquired by Warner Communications, Inc., and since then Bushnell has continued to serve as a senior officer of the company. In addition to his long-range planning responsibilities as chairman, he is active in new product conceptualization and design. Recently Bushnell spoke with Cash Box west coast editor Alan Sutton.

In the event of an economic slowdown or recession next year, what would be the impact on the coin machine industry?

The coin machine industry was born and bred in the Depression, don't forget.

Generally, when people talk about recession what they are talking about is the defferal of hard-good purchases. That means there is a slowdown in the steel industry, automobiles, new refrigerators, things like that. Situations where people make long-term commitments. And a funny thing happens. As some of their consumer debt is paid off — they don't buy that new car and they pay off the loan on their old car in many instances they actually have more disposable income than before. So the movie industry, as well as the coin pared to previous years, while pinballs experienced a boom. Will videos make a comeback next year?

First of all, that's illusory. Our sales were actually up in video. But what happened was that there was a tremendous amount of replacement of electro-mechanical pinballs going on. So pinballs just went bananas. In comparison to how pinballs did, videos didn't do that well; but it was still an up year for us. Videos are still in the growth phase - even with tremendous amounts of the industry capitol going to buy new pinball.

1978 also saw a explosion in solid state technology. Are there any similar breakthroughs on the horizon for 1979?

Not really. The XY monitors that came in last year, you will probably see some more of these. You'll probably see a bigger use of color. There are a few things that we're playing with but I don't think there is going to be a real major technological shakeup that compares with pinballs going solid-

What is the outlook for arcades?

I think the growth of mall locations, which has historically been the growth area for arcades in the last three or four years, has slowed. A lot of people tried strip centers some successfully, some not successfully. The smart operator now, I feel, can still do



the liquor industry - usually runs counter recessionary. These are what we call 'pocket money' kinds of things. Even if there are people on unemployment, they obviously are getting their unemployment check and they actually have more time to go down to the corner bar for a beer and play games. And so recession talk gives absolutely no fear to the coin machine business.

The only problem with that is that interest rates are higher right now. And as far as new equipment and things like that, people sometimes are very concerned about the cost of servicing the debt - because coin machines are generally sold on time at relatively high interest rates. But that's the only negative factor. Then if the recession actually begins to look real, then interest rates come down. So I'm very bullish on the coin machine industry over the next year. In fact, I think we will continue to grow.

Most authorities feel that the video game market was relatively soft in 1978 as comarcades in some of the multi-cinemas, in some of the hotels-motels, these sorts of things. And if they're willing to make it a well managed operation, strip center arcades are still very viable. The problem arises when they let them turn into hangout, which scares the families away. Many times the operators get scared, they don't police them well enough ... it's kind of hard to them well enough ... it's kind of hard to kick somebody out if they're spending good money, but if that guy is a bum he is scaring away legitimate traffic. That's the tightrope many operators have tried to walk and have not walked it successfully.

But how can the local operator hope to compete with some of the big nationwide

The local operator can only do so by developing a good reputation. The only possible advantage a national chain has is reputation - and being willing to really take a stand, enforce it and let people believe in it. And then in some instances this local

(continued on page 127)

## 1978: The Year In Review

**January Williams Electronics, Inc.** debuts its first solid state pin, "Hot Tip". . . . Gene Daddis is appointed general manager at U.B.I. ... Irving Kaye's \$10,000 Hurricane Foosball tournament attracts record turnout in Syracuse... Allied Leisure exec Bob Braun dies at the age of 38... Gottlleb releases "Cleopatra," its first solid state flipper... Universe Affiliated Int'l announces plans for spring move into larger facilities . . . Dick Finger is appointed field service engineer at Gottlieb . . . CES convention is held in Las Vegas . . . New copyright law goes into effect . . . Cinematronics of California realigns management team . . . ATE convention is held in London's Alexandra Palace.

**February** 

Gottlieb holds first technical seminar in Chicago ....



DON'T TILT, HEF - Bally this year introduced its new "Playboy" pinball game. In the above photo, Playboy magazine editor and publisher Hugh Hefner tests the new machine during a special preview at the Playboy Mansion West.

Dee Reeser is appointed marketing administrator at Americoin Bally applies for license to sell slot machines in New Jersey ... Joseph E. Brusseau is named vice president and treasurer at Rock-Ola; Dean W. Morrison appointed export manager Chicago digs out from its treacherous "blizzard of '78" ... Bally holds Super Shooter national pinball championship finals at Chicago's Playboy Towers ... AMOA's Fred Granger scouts new sites in Chicago for the future relocation of the annual exposition . . . Williams retains PR firm . Stern's Stephen Kaufman and his wife welcome their first child, a girl.

March

NAMA and U.S. Labor Dept. launch apprenticeship training program for vending ops ... Arnie Franklin is ap-onal in Miami ... Extreme winter weather

pointed branch manager of Advance International in Miami... conditions effects all levels of coinbiz on the east coast . . . Williams launches national training program on solid state games . . . Canteen Corp. board chairman Pat O'Malley is honored as marketing exec of the year . . . Gottlieb conducts electronic service schools in Europe . . . Bally files for casino license in New Jersey . . . Industry mourns death of coinbiz vet Joe Mangone . . . American Shuffleboard Co. marks 50th anniver-. Midway expands service program, increases staff and installs toll free number

Dick Gilger joins marketing division of the Cleveland Coin Columbus branch Gottlieb's first pinball-movie tie-in comes with release of "Sinbad" AMOA Notre Dame Seminar is held in Chicago ... Rowe International re-opens Syracuse branch

April

Georgia passes free play bill . . . Brady Dist. is appointed a Gottlieb distributor . Marshall McKee, founder of McKee Distg., dies in Portland . . NBC-TV camera crew visits Rock-Ola to shoot footage for an upcoming TV show. Wurlitzer's C.B. Ross relocates from North Tonawanda to DeKalb, III. . . More than 100 distribs are represented at Atari's 4th annual distributor meeting Empire Dist. announces plans to relocate its headquarters to larger facilities in Chicago . - Robert Jones Int'l-Syracuse hosts gala to celebrate its fifth year in business . . Stern Electronics, Inc. launches program of solid state service schools . . . AMOA holds annual board meeting in Phoenix . . . Xcor Int'l sells its Seeburg Division to Seeburg Corp., a firm established by Louis Nicastro and his family . . . Gottlieb realigns its Florida distrib network, follow-

ing the death of All Coin Dist.'s Joe Mangone . . . Commercial Music Co. of Dallas is appointed a Rowe distributor Atari expands service school program on a national scale.

May NYSCMA president Millie McCarthy

is honored at a testimonial dinner in Syracuse . . . Gottlieb installs a toll free number for solid state customer service IMA coin exhibition is held in West AMOA announces major changes in the annual Expo format . . . Williams releases "Topaz," industry's first solid state shuffle alley. . Atari expands and relocates its customer service department . . . Greater Southern Dist. of Atlanta is appointed a Gottlieb distrib ... Merger of Ebonite and Fischer is announced ... Ron Crouse is promoted to marketing manager at Williams

CONGRATULATIONS, WAYNE — Wayne Hesch from Illinois was elected president of AMOA at the association's annual meeting in November. Les Montooth (r) a member of the Illinois delegation to the convention, is shown congratulating Hesch during a party in his honor thrown by the Illinois state group.

June

Williams' solid state "World Cup" pinball is released, marking the factory's introduction of its innovative dual sounds system . . . Chuck Arnold is named general manager of Rowe's northeast region distrib operations ... Ohio passes free play bill Meadows installs toll free number for customer service . . . Williams holds national distrib meeting in Chicago . . . John Walsh resigns as president of Mirco Games . . . C.A. Robinson & Co. is appointed a Gottlieb distributor . . . Erwin A. Marks is named executive vice president of Seeburg Corp. . . . Copyright Office claims that operator compliance with the new copyright law has been less than expected . . . Satish Bhutani exits PSE and announces plans for setting up a Namco office in the Bay Area . . Bains departs his vice president post at Gremlin . . . Cocktail table pinball games begin to surface . . . CES show is held in McCormick Place.

July

John Nicastro is appointed treasurer of Seeburg; Russell Babb, controller . . . Paul

(continued on page 126)

# Mystic 478

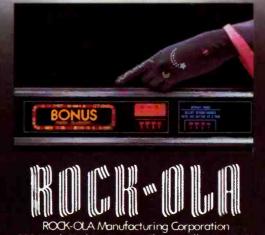
A Pleasure Machine with Three New Profit-Boosting Features.



For years, jukeboxes just played music. Today Rock-Ola's amazing Mystic 478 actively merchandises music and makes more money than ever before.

First, consider the exclusive Bonus Play feature. You can program each Mystic to offer the type and frequency of Bonus Play most profitable to the individual location. The flashing Bonus light stimulates added play.

Because a jukebox sells more music when it's playing, Mystic has an optional Random Complimentary Flay feature.



1978 RMC, Chicago, IL

After a varying period of inactivity, Mystic will randomly select and play a complimentary record.

Only Rock-Ola micro-computes and displays the Top 3 Location Hits. This helps the uncertain player make popular selections. It also challenges players to push their favorites into the Top 3.

And Myst c 478 is crafted to uphold Rock-Ola's world recognized reputation for trouble-free operation. Put Mystic's power to work increasing profits. It's one machine you can really bank on.

# Stern Electronics Expanding After 2 Years Into New Areas

CHICAGO — "Nugent" is the seventh solid state pinball machine produced by Stern Electronics, Inc. since the company's inception in late 1976, and the firm's first to be designed and named after a national celebrity — rock star Ted Nugent.

Stern began producing solid state machines, at a moderate pace, in Oct. 1977 and rapidly gained momentum as a succession of models hit the market; among them, "Pinbail," "Stingray," "Stars," "Memory Lane," "Lectronomo" and "Wild Fyre." The company was established, however, in December of the previous year when president Gary Stern purchased the assets of the now defunct Chicago Dynamic Industries, a firm that had produced pinball machines and other coin operated equipment.

With the introduction of Nugent, a major publicity campaign was launched by Stern in collaboration with the artist's management firm, Leber/Krebs; Epic Records, the label for which Ted Nugent records; and Oui magazine, whose profile on the star led to the machine's creation. Additionally, since the backglass art on the Nugent pin is patterned after Ted Nugent's "Weekend Warriors" album, there was considerable promotional tie-in with the LP. Ted Nugent made a personal appearance Nov. 29 at a press conference which was held at the Stern headquarters in Chicago, to officially premiere the machine locally.

#### Increased Growth

In the brief span of a year, Stern Electronics, Inc. has achieved a position of prominence in the pinball market. Since entering the solid state field, the company has considerably accelerated its production levels and likewise enjoyed increased sales and internal growth. Future plans include the development of other types of coin operated equipment and activities in unrelated fields.

Gary Stern, 33, is president and chief executive officer of Stern Electronics, Inc. Although the company might be considered the "new kid on the block" in the pinball market, its roots go back more than four decades. Gary, who literally grew up in the business, is the son of Sam Stern, one of the industry's most prominent figures over the past 47 years, who serves as vice president of the company. The management team at Stern is composed of both youngbloods and more seasoned individuals who have held key positions in the coin machine industry.



Pictured are Nugent (I) and Stein.

Gary Stern was born in Philadelphia but spent most of his childhood in Chicago. He majored in accounting at Tulane University in New Orleans and also graduated from the Northwestern University Law School in Chicago, after serving active duty in the Army Reserve. He practiced law with the firm of Schwartz, Cooper, Kolb and Gaynor, specializing in bankruptcy and banking law and this experience was a valuable asset in the various transactions at Stern.

Prior to establishing the new company, Gary Stern worked for Williams Electronics, Inc., a firm his father had previously owned. With Stephen Kaufman, who is presently the director of marketing at Stern, he successfully pursued coin machine interests in the Canadian market.

Stern has been an owner of Wise Fools Pub on Lincoln Avenue in Chicago and was also a part-owner of the Park West, another prominent Chicago club. He recently expanded his interests into the area of records with the formation of Stern Records, inc. and the subsequent release of a number of record albums.

"The record business," he said, "is a natural extension of our coin operated game business, as both are in the entertainment field. We have arranged for the possible tie-in of our records and pinball machines, by use of common artwork, tours and promotion...thus enabling us to increase both record sales and our pinball machines' earnings."

## 1978: The Year In Review

(continued from page 124)

Cohen, senior vice president at Banner, dies at 64 . . . New York State Coin Machine Assn. sets membership training program . . . Strong operator opposition to "location lists" and various "access regulations" of copyright law resurfaces at CRT Washington hearing . . . Galgano Distg. of Chicago acquires Lormar Records one-stop . . . Marshall Caras departs his post as Gottlieb's marketing vice president . . . Williams produces its first wide body pinball machine, "Contact" . . . Coin Machine Dist. of Peekskill, N.Y. is appointed a Rowe distributor.

August

Betson acquires product lines of Runyon Sales and finalizes in-house expansion program . . . Sega conducts major radio campaign in L.A. to promote its Games Centers . . . Oscar Robins is named sales manager at Portale Automatic Sales in L.A.; Jerry Monday becomes manager of the distrib's San Francisco office . . . Bernle Shapiro departs Mirco and joins Gremlin as sales manager . . . Gottlieb appoints Tom Herrick vice president of marketing . . . Sega acquires Gremlin.

September

Jerry Grotjan joins Monroe Dist.-Dayton as branch manager . . . Stern Electronics, Inc. launches its own record label, Stern Records . . . Chicago trade school offers course for coin machine mechanics . . . New York City faces threat of pinball ban . . . Copyright Office cites high rate of unlicensed jukeboxes and claims that a large number of operators are not complying with the copyright law . . . Williams releases "Arlstocrat," its first shuffle alley with electronic sounds . . . Rowe International holds national distributors meeting and new product showing in Arlington Heights, Ill. . . . Washington-based Holosonics acquires Meadows. Paul Jacobs departs Exidy and becomes president of Meadows . . . Namco America, Inc. debuts in Sunnyvale, Cal., with Satish Bhutani as vice president . . . Dorothy Gottlieb, widow of B. Gottlieb & Co. founder, dies at 70 . . . Atari chairman Nolan Bushnell and his wife welcome a baby boy . . . Ops voice strong opposition to CRT's location list ruling.

#### October

Lila Zinter departs Meadows to join Exidy as marketing director . . . Ed Boasberg becomes director of sales at Meadows . . . Empire Dist., Inc. moves into spacious new Chicago facilities . . . AMOA gives the go ahead for the display of gaming equipment at Expo '78 . . . Japanese Coin Machine Show is held in Tokyo . . . Wurlitzer holds international distributors meeting in West Berlin . . . Bally releases six-player flipper, "Six Million Dollar Man" . . . NAMA convention in Atlanta draws a record attendance of 6,500 . . . Murray Greenblatt of Great Lakes Acceptance Corp. is dead at the age of 49 . . . Bob Betters becomes manager of customer service at Atari; Tom Petit joins the firm's sales staff.

November

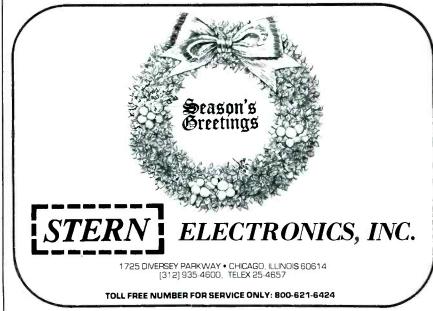
Philip Moss & Co. is appointed a Gottlieb distributor... Rock-Ola holds national distributors meeting and new product showing in Monterey, Cal.... AMOA celebrates 30th anniversary with the biggest convention in its history and more than 6,400 in attendance at the Conrad Hilton. Opposition to the CRT location list ruling, however, was a permeating issue this year...IAAPA convention in Atlanta is a record breaking event.

December

Industry's first International Coin Olympics is scheduled for 1980 . . . Elky Ray of D. Gottlieb & Co. dies in Encino, Cal. . . . Lowen America, Inc. is officially established with headquarters in Chicago . . . C.A. Robinson's West Coast Games Show attracts more than 600 . . . Emphasis on celebrity-themed equipment continues with Bally's "Playboy," Gottlieb's "Charlie's Angels," Stern's "Nugent," etc. . . . Ohio promotes 50 cent foosball play via statewide tournament . . . A major issue of concern among operators this past year was the location list ruling, imposed by the Copyright Royalty Tribunal as a requirement for compliance with the new copyright law, which went into effect at the start of '78. As reported in the trade press, and most dramatically evidenced at the November AMOA convention, operators are strongly opposed to the regulation, citing it as "unfair," an invasion of privacy, etc. AMOA, through its government relations committee, has vigorously campaigned toward a revision of this restriction and will continue its efforts in the months to come. It is our hope that the ruling will be amended to the full satisfaction of all operators before too long.

camilie compasio





# Nolan Bushnell Predicts Coin Industry Prosperity For 1979

(continued from page 124)

operator can actually climb on some of the chains. What the local operator has to realize is that games in and of themselves are not draws. He has to be able to have a little broader horizon, get himself into some other kind of business — and I'm not talking about snack bar. I'm saying that if he really wants a game center, look into a Chuck E. Cheese franchise, a Malibu franchise. There are several franchises that are available in which games can be a very intergral part. He can say, 'Hey I don't know anything about the miniature golf business." If he doesn't know anything about them he'd better learn, or he's going to get beat.

What you're saying is that the operator must diversify.

Right. I think they have to consider themselves in the leisure time business, not just in the amusement games business. Granted, the amusement games business is going to give them a lot of profit, but only when confined in some of the other things — if they are really talking about arcades. Street operations are a different thing again. But if you are talking about arcades, you need other things.

How do you feel about street locations?

I think most bars are certainly going to continue to be receptive to games. But, you find more and more of the business going to the chains. When I go have a cocktail, a lot of times I step into a Bobby McGee's or something like that. It's something that is more chain-oriented. And so you have to make sure that you are really willing to do a good business. I think the street operations are going to expand, but not expand as fast as they could by some real dynamic selling. What are some of the things operators can do today to increase their income?

I think a service fee off the top is one



**SCHOOL IN SESSION** — Atari greatly expanded its service school program during 1978, under the direction of seminars manager Fred McCord. In the above photo, McCord is shown conducting one of the many service schools that Atari sponsored around the country throughout 1978.

thing. But that's competition; that's sales. If another guy is coming in and offering less, why shouldn't the location do it? . . . unless you're going to offer better service, better equipment, better something. It's almost like the operator is his own worst enemy in a lot of instances. There will be some relief with the dollar coin, but Washington has been slower than lead on this particular subject. So that's a little scary.

Do you have any idea how far down the line the new coin is?

I think there is going to be some circulation of it the middle of next year. But, hell, I don't know how long it's going to take the government to get something done. No matter what they're trying to do they'll screw it up so it will take them twice as long as it should.

During your AMOA presentation this year you said introduction of the new dollar coin

would increase collections by 30%. Do you stand by that prediction?

Once the dollar coin replaces one-third of the dollar bills, I believe that's the sort of the break point where the dollar coin really starts being significant to us. Part of the thing is they have to phase out the dollar bill, because the printing costs are just eating them up. Now, once you go to a coin, that increases the coin machine spending power in everyone's pocket by a tremendous amount. So then we're truly back into a discretionary purchase, rather than a planned purchase. And the dynamics of that changes an awful lot. And I believe, yes, at that point in time — and it could be as early as next fall — it could boost collections a third.

Over the past few years our annual Games/Route Survey has revealed that one of the operator's biggest gripes con-

cerns the reliability of today's massproduced games. Many manufacturers, Atari included, have accelerated their service school programs as one solution to the problem. But what steps are being taken to ensure quality control before the game leaves the factory?

Everything I possible can do. Operators complain about the high cost of equipment, on one hand; yet on the other hand, we spend as much as we can on quality control. Yeah, I can up the price of the machine some more and put a lot more people on it. But we manufacturers always have to walk the tightrope. Obviously the operator wants something for nothing; they want more quality for less cost. I'd love to give it to them, but when you have a \$4 an hour Q.C. guy is the operator willing to pay for a slightly better Q.C. guy at \$8 an hour? Another operator complaint is that there's

Another operator complaint is that there's too much equipment on the market. What's your response to this?

Well, remember what the operators' fantasy of a perfect world is. Their fantasy of the perfect world is that all of a sudden all of the manufacturers went away, they could then pay off all the paper that they have and they'd then own all this equipment and it would still be earning as much as it is today.

Unfortunately that isn't reality. Without new equipment, the public loses interest in what the product is all about. And I can assure you if we built games that don't earn, no one beats a path to our door. If the games don't earn, the operator doesn't have to buy them. We don't put a gun to anybody's head for a purchase; it's a demand. The public is demanding new, novel things out there. And the reality is he runs a business in which the games obsolete themselves. The same thing happens with movies: It isn't the film that wears out, it's

(continued on page 128

# To All Our Industry Friends: Thanks for a Great '78. We're looking forward to an even better year in '79.



The C.A. Robinson family, from left: Ira, Al, Leah, Adrea and Sandy Bettelman.





'78 Highlights: Western Amusement Game Exhibit, left, AMOA Expo, top and below.



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PRODUCT PRESENTATION - Atari is one of the most aggressive and promotionconscious manufacturers in the coin machine industry, as evidenced by the above photo which was taken earlier this year at a showing of new products from Atari held at C.A. Robinson distributors in Los Angeles. Similar presentations take place across the country year round as part of Atari's overall marketing strategy. Pictured above are (I-r): Don Osborne, Atari western regional sales manager; Frank Ballouz, Atari national sales manager; and Ira and Sandy Bettelman of C.A. Robinson.

# **Bushnell Sees Prosperous '79**

the public's interest that wears out. Can anything be done to turn used games into an asset instead of a liability?

They always are assets. The operators don't really do rational analysis of what they've spent and what they've got left. They still look at the old Pong game back there. Pong was a phenomenon that happened five years ago. The most successful game since has run about 10,000 units. We figure that between Pong and Pong 4, there were

140,000 Pong games built. So all of a sudden you're talking about at least a 14 times oversupply of a particular product. Of course they are not going to be worth a plugged nickel.

And then the other thing the operator does, he goes into his warehouse and says 'Look at all this crap I've got." All of the stuff that's earning any money is obviously out on location. So he makes a few bum decisions - and there have been some bum decisions on things guys bought for the last

# Season's Greetings TO ALL OUR **OPERATOR** AND DISTRIBUTOR **FRIENDS** (Bally

# **Nolan Bushnell Predicts Coin Industry Prosperity For 1979**

five years — and unfortunately those are all millstones that hang around his neck and the ones he has to look at every day when he goes into his shop. So maybe in the route of 1,000 games he's got 30 games in his back room. Is that a problem? Not really. Does he ever do a machine by machine analysis and find out whether that machine is truly paid for its depreciation on any kind of reasonable business return? No he doesn't.

Turning to the government again, in your opinion does the new copyright legislation for jukeboxes portend stepped up regulation of the industry?

Yes.

Is it justified?

I think the government is the most unhealthy, cancerous bureaucratic situation in the world. I believe the government has done more to destroy the American economy than any other single factor. It's incredible to me that anyone could think that increased regulation of the bumbling

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type we've seen in the last 10 years can do anything good to anybody anywhere. From your vantage point, what does the furture look like for the coin machine industry?

I'm bullish for this year and I really believe the operator, if he's willing to work hard and smart, can make a hell of a lot of money this next year. In fact, probably almost double from what he did this year. I think they are looking to an extremely healthy, good year.

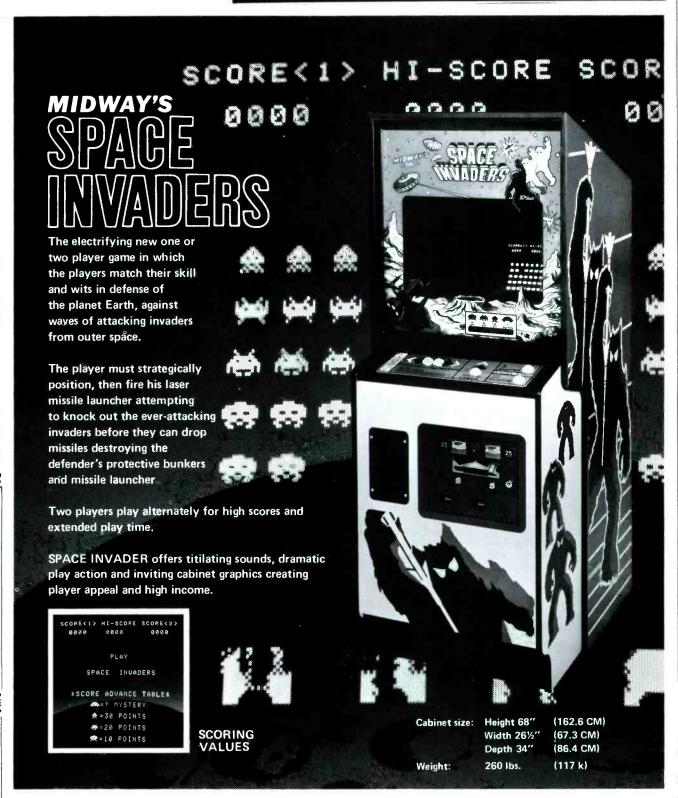
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Midway Grows as the World Plays

# 1978 Record Sales Figures Set Industry Standard For Years To Come, Smith Says

Smith, is an exception. Assuming that the piracy problem can be licked, he feels there is tremendous growth potential for American recorded product in most foreign countries.

"Our music is back in vogue," Smith said, "and it has been for the last several years." We've (WEA) sold more than three million Eagles albums outside of the United States and even more Fleetwood Mac albums There are any number of American-based artists that enjoy sensational international

"The international market represents an enormous upside growth for the record industry. Five years from now, it will probably equal the American market sale for sale. dollar for dollar, so we've got to be much more conscious of it than we ever were: more conscious of making films for promotion when we can't send our artists; more conscious of providing (international representatives) with all the materials we provide to any branch here — bios, pictures and so forth.

Smith attributed the recent explosion in overseas sales to "a new breed" of international record executive. "It's no longer the old colonial EMI or Decca office over there," he explained. "You used to meet with Sir Edward Lewis or Sir Joseph Lockwood - brilliant men who have formed great companies — but you felt foolish talking records with them. Today it's different. The leading American companies have gone after young, aggressive, dynamic international managing directors. They're into the record business, they're hip to what's happening in music and they want sophisticated marketing tools.

As a corollary to greater U.S. involvement on the international scene, Smith foresees stepped up foreign investment in this country. "With such huge numbers available, you'll see more international money enter this market as it has with the Polygram Group's buying of companies,' he said. "I think in the next couple of years there is a real possibility that there will be more foreign investment in this country in terms of record companies. They are looking at the billion dollars Polygram supposedly did last year, and I wouldn't be surprised to see some Mideast money find its way into the record business.

#### Radio And Records

Smith, a former broadcaster, was asked if radio will continue to be the dominant force in exposing recorded product.

"I think so," he replied. "Radio is the unique ace-in-the-hole our industry has; it's free exposure. It costs us nothing, except for the cost of furnishing disc jockeys

"There is a quid pro quo all down the line," Smith continued. "They're playing our

records because it's good for them, and as it turns out, it's also good for us. They're not doing it to help us poor guys in the record business. We present them with 75 to 80 percent of their programming day.

"But that aside, radio represents the greatest possible edge and the uniqueness of our marketing. People can hear what they are going to buy and they are inspired to buy much more of it - because even if they didn't hear it, somebody else they know did.

What about alternative means of exposure, such as in-store play and video?

"You are only dealing with people already in the store at that point," Smith pointed out. "The philosophy is that we have to have that radio base to build from. We can put up in-store displays; we can take windows; we can advertise in Time magazine, People, Playboy. But if that base were threatened, we would be threatened.

"Anyone who has ever spoken for our industry in any type of forum has had to address the problem, as Stan (Cornyn) put it so succinctly: What if radio stopped one day? If radio stopped one day we would be in severe trouble - not only for the shortterm, but for the long-term as well. Because it would be extraordinarily difficult and expensive to replace all that exposure. And the business would certainly retract.

"On the other hand, our insurance policy is that the broadcast industry is not about to: a) drop music, because most of their audience wants it; and b) go back to hiring expensive studio orchestras and live singers, because it would be impractical. The reality is that we are the bedrock for each other. Our product is their programming; their exposure is our promotion and merchandising.

#### **Branch Or Indie?**

Another industry trend that shows no sign of abating, Smith said, is that of smaller record companies abandoning the independent distribution pipeline to hook up with the major branch operations. In his opinion, given the economic realities of increased manufacturing, marketing, promotion and advertising expenditures, combined with spiraling artist royalties and the enormous cost of acquiring and developing new talent, "the small must turn to the larger to take some of that load off.

"The fact is, whatever the protestation, that independent distribution today does not have the strength, the penetration, the resilience, the financial accountability it did five years ago - and certainly not what it had 10 years ago. Then it was the distribution method, but it isn't any longer.

Smith went on to cite the experience of E/A with its first distributed label, producer Richard Perry's recently formed Planet Records, as an example of the benefits that accrue to a small company when it teams



LOGGINS GETS GOLD WATCH - Columbia Records recently hosted a dinner party in honor of Kenny Loggins, at which Kenny was presented with both gold and platinum LPs for his latest album, "Nightwatch." Pictured at the presentation (I-r) are: Bob Sherwood, vice president, national promotion, Columbia Records; Jack Craigo, senior vice president and general manager, Columbia Records; Don Ellis, national vice president, A&R, Columbia Records; Jim Recor, Larson-Recor Management, Loggins' management; Loggins; Eva Loggins, Kenny's wife, Larry Larson, Larson-Recor Management; Joe Mansfield, vice president, marketing, Columbia Records.

up with a major for distribution. "At this point we offer them an enormous amount of services," he said. "First, the most important service is that they never have to worry about getting paid for what they sell - and their records are out there. Secondly, they can operate with a lower overhead because we handle the accounting, the order service, the label copy, the research into manufacturing orders and all the mechanical things that would require them to hire additional people.

#### More Sophistication

Smith feels the industry has made great strides in developing and implementing sophisticated marketing techniques. "We are still babes-in-the-woods in terms of advertising and exposing our product," he said, "but I see a major change coming in the next few years regarding greater sophistication and awareness of what makes sense in advertising — how to reach and motivate our targets and how to get there cheaper.

"Do we motivate them with a billboard on a major artery in the city? Do we motivate them with an ad in the Sunday newspaper with lots of other records? Do we motivate them with a spot on the radio? Or does it take buying a spot on the eleven o'clock news on television? We still haven't got all the results in but we're headed for that.'

#### Institutional Advertising

He conceded, though, that more can be done to enhance overall market penetration for recorded music. For one thing, he suggested an industry-wide institutional advertising campaign to promote year round gift giving. "I would like to see the marketing heads of several record companies join forces and say, 'Here's what we can do.' There are no secrets. If another company starts something today, by tonight we'll all be doing it. The secrets are how do you sign an artist and how do you break and develop him. That's our secret; not how to sell records. We all sell to the same stores and we should be coming up with more creative sales ideas.

Finally, Smith said that in contrast to the popularity of various musical styles which fluctuates widely from year to year, there is a constant driving force that keeps top level executives like himself bullish on the record business. "It's very rewarding to people in this business to know that the music we manufacture and that's recorded under our flags is so important to the life-style, and now represents such a deep penetration into the psyche of so many people around the world, that it satisfies a lot of needs and a lot of wants. On a personal level, you get satisfaction from the fact that some decision you made can have such far-reaching consequences as the business continues to grow and gain respectability

#### 'Grownup Business'

'This is a grownup business," Smith continued. "It knows how to handle itself. We act very businesslike and we represent a very important art form in this country. And more and more people are aware that it's not a group of wild-eved revolutionaries out there making some music. They realize that this business has some very talented and intelligent people and that the companies are not preying on the youth of the com-

"We are now moving up there along with motion pictures and television and all the other (industries) that have ruled the roost for so long in this country. We stand alongside them economically, artistically and with a greater future than any of them at this moment . and that's all that is necessary to give us the heart to go on and keep doing it, not knowing especially what's around the corner but being excited about



SESAME STREET GOLD -Sesame Street star Big Bird recently was presented a gold copy of the "Sesame Street Fever' album. Pictured (I-r) are: Arthur Shimkin, president of Sesame Street Records; Michael DeLugg, engineer and coproducer of the album; Big Bird; Robin Gibb, who sang on several songs on the LP and producer/composer Joe Raposo.

#### Siegel Speaks Up For Indie Distribs

"One of the hardest things for an independent label to do is to sell records to somebody one day and the next day pick up the phone and scream about money. Prompt payments by distributors are unheard of in this business. Most of them will level with you and tell you they will pay who they have to pay. Ten percent of your receivables is in a constant state of flux and everybody usually holds ten percent on top of that, and it doesn't do you any good to sell millions of records if you don't get

A problem shared by the small manufacturer who is distributed by branch operations or large indies such as Pickwick is that of getting lost in the shuffle.

When I first started two years ago and Heart was breaking, I had people call me asking who my distributor was. I said 'well in St. Louis, it's Pickwick.' And they said 'we phoned there and they said they never heard of you.' And why not. Pickwick probably only has 143 labels in St. Louis."

In his discussions with his distributors, Siegel notes a common apprehension about being "gobbled up" by Pickwick.

'Don't Get Paranoid'

"In the coming year," says Siegel, "I hope a lot of these small, independent distributors don't go into a shell and get paranoid about being undermined. It is a question of aggressiveness. But I am already hearing the signs. They are afraid Pickwick will put a salesman with a phone in a one room office who will write orders all day and come back at night and phone the branch. And the next day the branch in L.A. or Dallas will be shipping records 800

Siegel is very concerned with the morale and attitude of the independent distributors and for good reason.

"If two independents call it quits next year and go belly up and one of them owes me \$185,000 and the other owes me \$250,-000, that might be half a year's profit I am writing off. That's pretty frightening.

"It was an unusual year for independents. A number of up and coming independents now have licensing deals or distribution deals with a lot of majors. But change is the name of the game. Independent distribution has always been unsettled. Distributors wake up every morning hoping they don't get a phone call pulling a That's the paranoia they must deal with. But hard chargers on the label side come around regularly too. There will always be a guy with a hot new song trying to break it. And the indies can help make that new label and build up themselves."



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